

GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

In This Number:

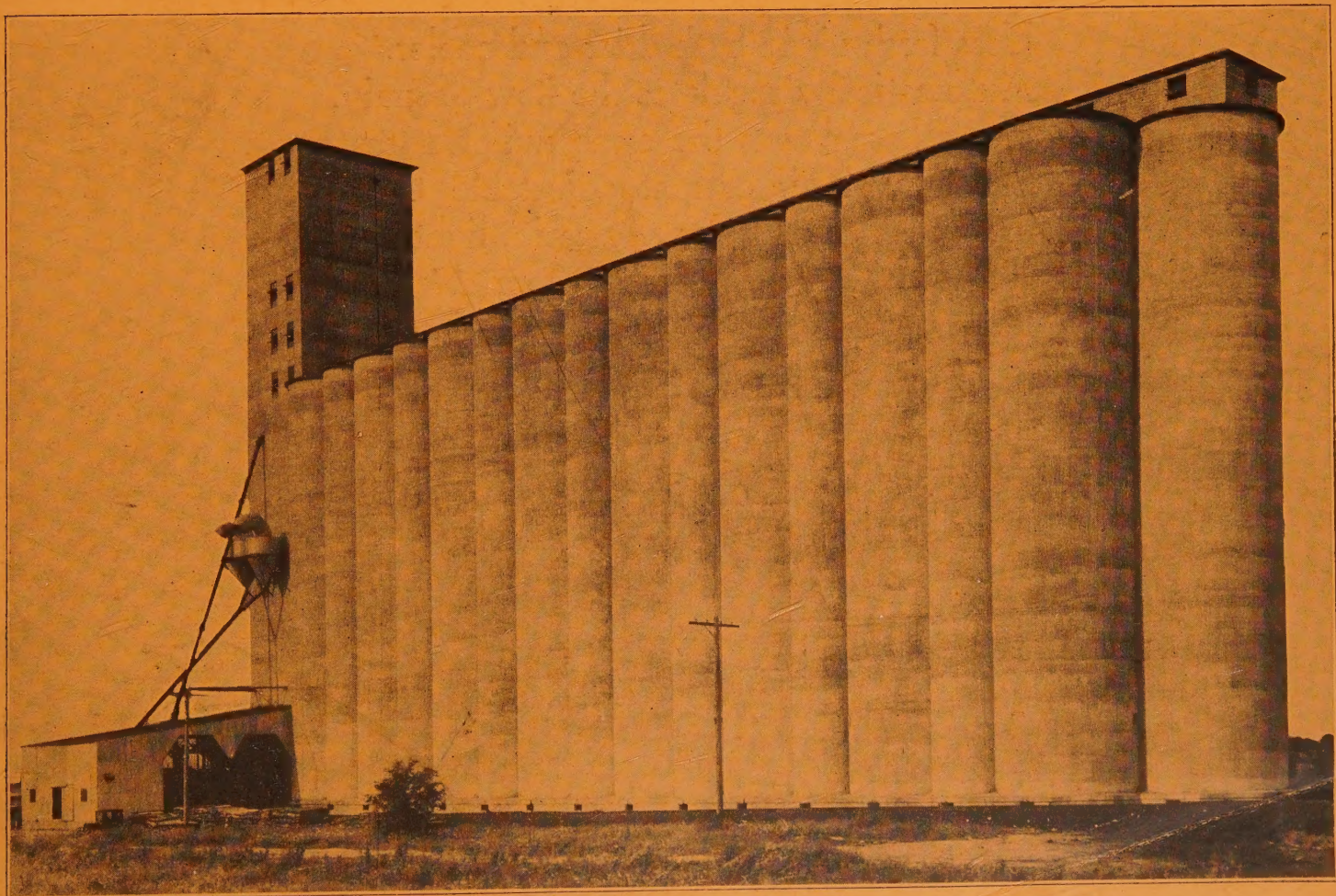
Going Around the Organized Markets
Kansas Rentals for Elevator Sites Affected
by Iowa Decision.

A 25,000-Bushel Elevator on Wheels
Nebraska Farmer Elevators Denounce Smut
Railroad Liability for Damage to Elevator
by Wreck.

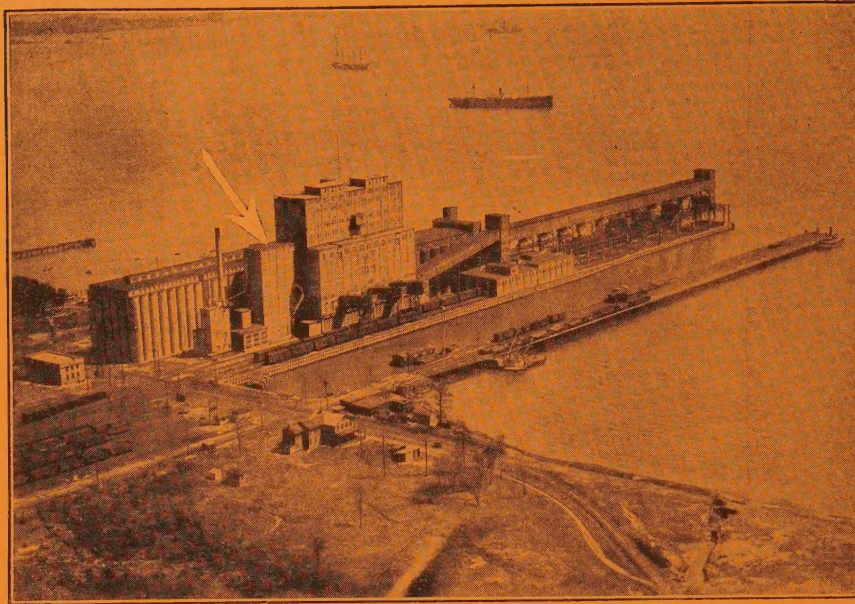
Grain Firms Indicted for Violation of Inter-
State Commerce Act

Elevator Company Liable for Future Trades
by Manager

Correspondents Relation to Customer and
Broker



The Million Bushel Reinforced Elevator of the Early & Daniels Co. at Indianapolis.



Eight 500 Bushel Morris Grain Driers

Morris *Dust Collecting* Automatic Grain Drier

Uses fresh air in both drier and cooler.
Automatically regulates the flow of grain.
Every kernel gets the same uniform treatment.
Strength of air current adjustable to provide
maximum amount for any grain, light or heavy.
Removes and collects dust from drier building.
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the dust nuisance.

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Everything for Every Mill and Elevator

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Great Falls Mont.

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Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

AMARILLO, TEXAS.

Amarillo Feed & Seed Co., feed, seed, grain.
Beasley Grain Co., J. N., grain and seeds.
Great West Mill & Elevtr. Co., millers, grain dlsr.*
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Kearns Grain & Seed Co., grain and hay.
Stone, Lester, grain merchant.*
Strader Grain Co., U. S., grain, seed, feed.*

ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.*

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Harris, Winthrop & Co., grain commission.*
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Pope & Eckhardt Co., commission merchants.*
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Shepard, Clark & Co., grain merchants.*

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Rocky Mountain Grain Co., export and domestic grain.*

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Rld Grain Company, Henry.*
Cox Grain Company, C. H.
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Enid Terminal Elevator Company.
Enid Milling Company.*
Ferguson-Shircliff Grain Company.
Feuquay Grain Company.*
Geis-Price Elevator Company.
Goltry Grain Company.
Henry Grain Company, John.*
Humphrey Grain Company, E. R.
Johnston, W. B.*
Randels-Williams Grain Company.*

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Christensen, George, grain broker.*

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Federal Commission Co., brokers, consgmts.*
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Henderson Grain Co., consignments, brokerage.*
Moore-Seaver Grain Co., recvrs. shprs., consignments.*
Rogers Co., E. M., strictly bkg. and consignments.*
Smith Bros. Grain Co., consgmts-merchants.*
Transit Grain & Com. Co., consignments, brokerage.*
Tillery Grain & Com. Co., export, bkgm. consgmts.*
Universal Mills, "Superior Feeds".
West Grain Co., consgmts., merchants, brokers.

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Dixon & Co., E. S., grain receivers, feeds.*
Dowman Grain & Hay Co., E. C., gr., fd., hav.*
Ervine & Co., J. E., wholesale grain.*
Rogers, J. E., poultry feed & grain.*
Rothschild Co., S., grain, c/s products, rice, b/p.*
Saint & Co., Inc., grain & mixed feeds.*
South Texas Grain Co., grain & feed.*

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Southwest Grain Co., consgmts., country run grain.

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Montgomery & Tompkins, receivers and shippers.*
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.

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Bruce Bros. Grain Co., consignments.
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Davis-Noland-Merrill Grain Co., grain mchts.*
Denton Hart Grain Co., consignments.*
Ernst Davis Commission Co., consignments.
Lichtig & Co., H., kafir, milo, screenings.
Logan Bros. Grain Co., receivers and shippers.*
Moore-Seaver Grain Co., grain receivers.*
Norris Grain Co., wheat, oats, barley, corn.*
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Thresher Grain Co., R. J., grain commission.*
Uhlmann Grain Co., grain merchants.*
Updike Grain Corp., consignments.
Vanderslice-Lynds Co., commission.*
Wolcott & Lincoln, consignments, futures.*
Wilser Grain Co., consignments.*
Wyandotte Elevator Co., grain merchants.*

KNOXVILLE, TENN.

Lackey, Douglas W., mlg. grain, milo, alfalfa meal.

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Callahan & Sons, receivers and shippers of grain.*
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Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

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Kamm Co., P. C., grain shippers.*

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Delmar Co., shippers.*
Fraser-Smith Co., grain merchants.*
Hallett & Carey Co., grain merchants.*
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Hiawatha Grain Co., screenings.*
Malmquist & Co., C. A., receivers and shippers.*
Sheffield Elevator Co., shippers of grain.*
Stuhr-Seidl, shippers grain and feed.*
Van Dusen-Harrington Co., grain merchants.*

NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.*
(Continued on next page.)

*Members Grain Dealers National Association.

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Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

NEW YORK CITY.

Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.
Jones & Co., M. B., buyers—quote us.*
Therrien, A. F., broker.

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Bennett & Co., Jas. E., grain, stocks, provisions.
Choctaw Grain Co., milling wheat specialists.
Hardeman-King Co., millers, grain dealers.*
Jackson Grain Co., grain merchants.
Mashburn Grain Co., grain and feeds.
Mid-State Grain Co., The, grain & feed mchts.
Okla. City Mill & Elevtr. Co., millers, gr. dealers.*
Perkins Grain Co., W. L., brokerage.
Polson Grain Co., mill wheat specialists.
Scannell Grain Co., E. M., grain and feed.
Stowers Grain Co., W. B., grain comm. mchts.*
Stingett Grain Co., grain merchants.*
Vandenburgh, Jesse, milling wheat.
White Grain Co.*
Winters Grain Co., grain merchants.

OMAHA, NEBR.

Grain Exchange Members.

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Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., commission and brokerage.*
Urdike Grain Co., milling wheat.*

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Cleveland Grain & Mfg. Co., grain commission.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.
Luke Grain Co., grain commission.*

PEORIA (Continued)

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Miles, P. B. & C. C., grain commission.*
Turner Hudnut Co., receivers and shippers.*
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Stites, A. Judson, grain and millfeed.*
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McCague, Ltd., R. S., grain, hay.*
Stewart & Co., Jesse C., grain and mill feed.*
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Balbach, Paul A., grain buyers, all markets.

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Heald Grain Co., consignments exclusively.
Kellogg-Huff Grain Co., grain merchants.*
Norton Grain Co., consignment specialist.*
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Branson Co., Ted, corn, oats, kafir, hay.

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King, Douglas W., carlot distribtr., hay, grain, seeds.*

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Langenberg Bros. Grain Co., grain commission.*
Martin Grain Co., grain commission.*
Martin & Knowlton Grain Co., grain merchants.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*

ST. LOUIS (Continued)

Turner Grain Co., grain commission.*
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Branson Co., Ted, corn, oats, kafir, hay.
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Custenborder & Co., E. T., buyers-sellers grain.*
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Zahn & Co., J. F., grain and seeds.*
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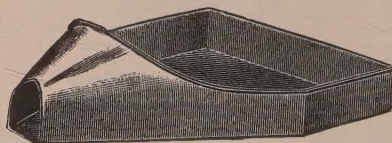
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in this number of the GRAIN DEALERS JOURNAL are especially interesting.
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the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

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The Conley-Ross Grain Co.

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Grain, Hay, Beans.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

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33-35 Board of Trade, Peoria, Ill.

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202 Merchants Exchange Bldg., ST. LOUIS, MO.

LANGENBERG BROS. GRAIN CO. St. Louis
Established 1877 New Orleans

Corn Exchange
Members

BUFFALO

Corn Exchange
Members

McConnell Grain Corporation
Strictly Commission and Brokerage
Buffalo, N. Y.

Armour Grain Co.
Grain Merchants
Buffalo, N. Y.

Consign your Grain to
LEESON GRAIN CO., INC.
BUFFALO, N. Y.
Quick Returns—Best Results

CARGILL GRAIN CO., Inc.
821 Chamber of Commerce
BUFFALO, N. Y.
We Deliver What We Sell

J. G. McKILLEN, INC.
RECEIVERS
Consignments a Specialty
BUFFALO NEW YORK

You Know

You want to do business with
the grain shippers. Tell them so.
The Grain Dealers Journal
reaches them.

"All Your Needs in Grain and Feeds"
**SUNSET FEED AND
GRAIN CO. Inc.**
Chamber of Commerce :: Buffalo, N. Y.
CONSIGNMENTS SOLICITED

Live Grain and Feed Accounts Solicited
BROKERAGE EXCLUSIVELY
HARRY J. HANNON
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Produce Exchange
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J. F. ZAHM & CO.
TOLEDO, OHIO
Your consignments and orders for future
solicited in either
GRAIN OR SEEDS
TOLEDO OR CHICAGO

1846 - C. A. KING & CO. - 1926
TOLEDO, OHIO
**Grains and Seeds
Cash and Futures**
Member
Toledo Produce Exchange Chicago Board of Trade

JOHN WICKENHISER & CO.
Wholesale Grain Dealers
TOLEDO, OHIO
We make track bids and quote delivered
prices. Solicit Consignments of Grain and
Clover Seed. Members Toledo Produce Ex-
change and Chicago Board of Trade.

Wrightsville, Ga.—Your publication is a
very good grain dealers journal and I en-
joy reading it very much.—L. L. Lovett,
pres. Wrightsville Grain Co.

SOUTHWORTH'S WEEKLY REVIEW
Covers GRAIN, SEED AND COTTON.
It is FREE to all within our business range.
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ST. JOSEPH, MO.**Kellogg-Huff Grain Co.**
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Consignments
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48 Years**B. C. Christopher & Co.**

KANSAS CITY MO.

Buyers and
Shippers Kaffir,
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SANTA FE ELEVATOR "A"

6 000,000 Bushels

Modern Fireproof Storage

Ask for our bids on Wheat, Corn, Oats, Rye and Barley for ship-
ment to Kansas City and the Gulf—Special Bin Storage Fur-
nished at Regular Storage Rates.Buyers—Sellers
WHEAT . CORN
OATS . BARLEY
CONSIGNMENTS
MILL ORDERS**UHLMANN GRAIN CO.**Board of Trade - Kansas City
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Operators of Katy Elevator, 1,300,000
bushels capacity, at Kansas CityWHEAT
and
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Norris Elevator—Murray Elevator

CORN
and
BARLEY**CONSIGN**ERNST-DAVIS COM. CO.
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Consignments and Future Orders Solicited
KANSAS CITY, U. S. A**SHANNON GRAIN COMPANY**

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1124 Board of Trade KANSAS CITY, MO.

WOLCOTT & LINCOLN

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Future orders executed in all markets
1407-10 Board of Trade, Kansas CityHutchinson, Kans. Salina, Kans.
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Kiln Dried Yellow Corn

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Grain, Mill Feed, Mixed Feed Ingredients

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Grain Commission Merchants

Sellers of Cash Grain and
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MILWAUKEE--CHICAGO--MINNEAPOLIS**E. H. BEER & CO., INC.**

Successors to

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308-310 Chamber of Commerce, Baltimore

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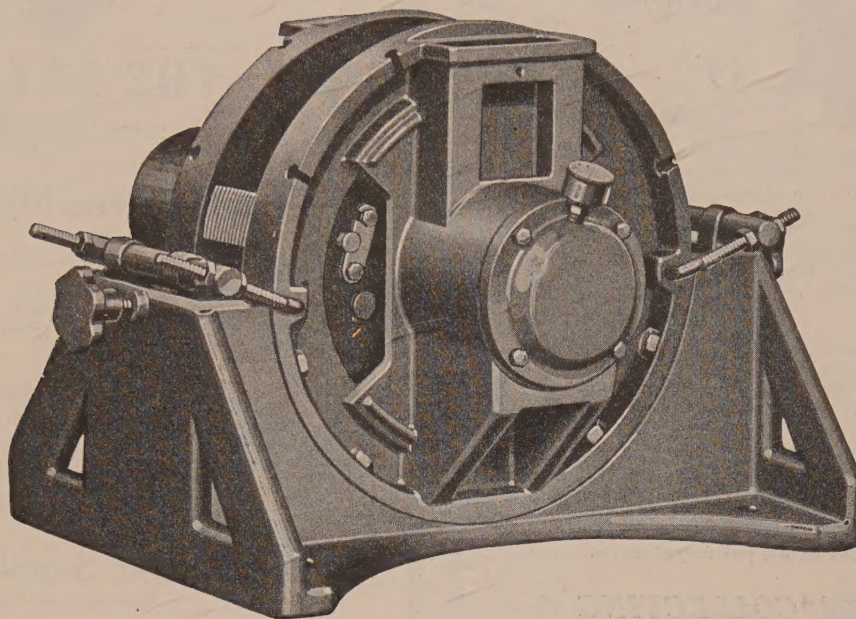
Hutchinson, Kans.

Specializing in Kafir and Milo
Wire us for Delivered Prices—First in Enterprise!
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The Grain Dealers Journal



"Eureka"—"Invincible" Grain Cleaning Machinery



Upper part of grinding cage removed to show beater knives

JACOBSON GRAIN AND SCREENINGS PULVERIZER

The Most Extraordinary Grinder Ever Invented

"IT GRINDS MORE PER H. P."

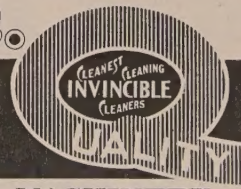
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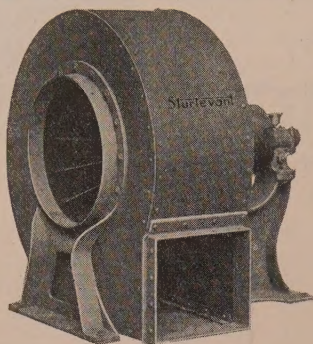
S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England



A Slow Speed-Low Power Fan unequaled for dust collecting purposes

ONE of the largest and finest grain elevators in the country—Baltimore and Ohio

R. R. terminal elevator, Baltimore, Md.—having a capacity of 3,800,000 bushels, installed Sturtevant Slow Speed Low Power Fans for its modern dust collecting system.


Sturtevant Slow Speed Low Power Fans are universally known for their splendid performance, long life and extraordinary freedom from trouble. They are made of the finest materials, accurately balanced and built by skilled workmen.

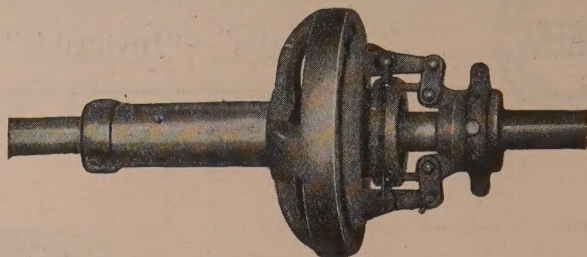
Forward curved blades give high suction at low speed—a feature that insures maximum intake of air. Low power is obtained by having greater blade area in the fan wheel—a feature that makes for economy in operation.

Write for our Catalog 291

B. F. STURTEVANT COMPANY
HYDE PARK, BOSTON, MASS.
Sales Offices in all principal cities

1639

 **Sturtevant COLLECTING & CONVEYING FANS & SYSTEMS**



THE BEYL

PATENTS } FEB. 1920
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Maximum Power—Minimum Cost

This plate type, non-combustible friction clutch has but one adjustment and operates successfully on either high or slow speed duty.

Exposed parts encased where required. Write for booklet describing this powerful clutch. A trial will convince you that it is the ideal one for your elevator, mill or factory.

Link Belt Supply Co.
Manufacturers
Minneapolis - Minnesota

Rid Your Elevator of RATS and MICE

These rodents do millions of dollars' damage in elevators to sack grain, seeds, feed, etc.

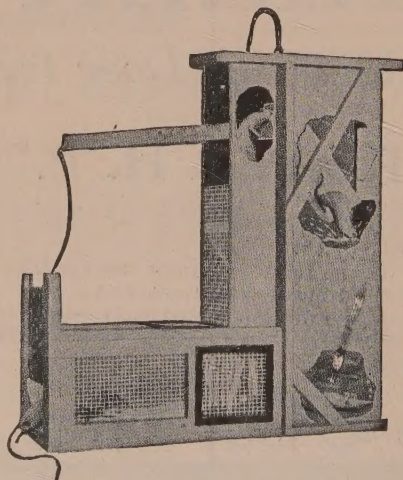
You can eliminate losses in your plant by using

"PEERLESS"
TRADE MARK REGISTERED

Automatic Rat and Mouse Traps.

This Automatic Trap catches and kills by the wholesale. Each victim resets the trap for the next. Clean, sanitary and lasts for years.

It has made good under the most desperate conditions in thousands of elevators, seed houses, flour and feed mills. Endorsed by leading firms in all lines of business. Over 150,000 in use.



Each victim sets the trap for its follower

Write today for full information

A. O. Automatic Trap Co.

630 Jackson Boulevard

Chicago, Illinois

Grain Shipping Record Books

Record of Cars Shipped. This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9½x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 385. Price \$3.00.

Sales, Shipments and Returns. Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10½x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3¼ lbs. Order Form 14AA. Price \$3.50.

Grain Shipping Ledger for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10½x16 inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.00.

Shippers Record Book. This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9½x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

Grain Dealers Journal

309 South La Salle St., Chicago, Ill.

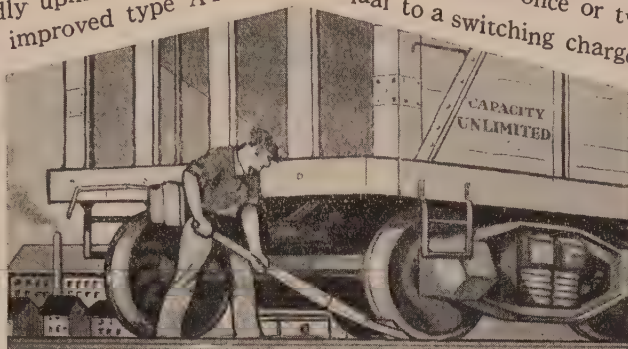
An Uphill Job

A tool that pays a dividend is always a good investment, no matter what the cost. To call a switch engine and crew every time a car is to be moved is expensive and means loss of time and production. To move heavily loaded cars by hand is not, in every case, an easy job, and track conditions of plant sidings often make it worse. Unless the tool best adapted for this work is used it becomes a decidedly uphill, back-breaking job. Put one of the new improved type ATLAS

Made Easy

Car Movers under the wheel and the uphill job flattens out and becomes almost as easy as a down grade. Why? Because the tool is specially made for the job, with power enough to move any car, so designed as to give an equal distribution of strain on all parts, preventing wear at any one point, assuring perfect service and long life. The cost of the ATLAS is so small that after being used once or twice it pays a dividend equal to a switching charge every time it is used.

No Need to
Strain the
Back



One Man—
Can Place—
The Heaviest Car



Give us a place to stand
and we will move the earth.

OUR POLICY
is to sell
through the Jobber

APPLETON CAR MOVER CO.
APPLETON, WISCONSIN
P. O. Box 42

The Famous ATLAS Car Mover

(c) A.C.M. Co. 1926

Grain Receiving Record Books

Grain Receiving Register. One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½x13½ inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2½ lbs. Order Form 12AA. Price \$3.00.

Wagon Loads Received has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9¼x12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

Receiving and Stock Book. Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9¼x12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2½ lbs. Order Form 321. Price \$3.00.

Grain Receiving Ledger is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½x13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

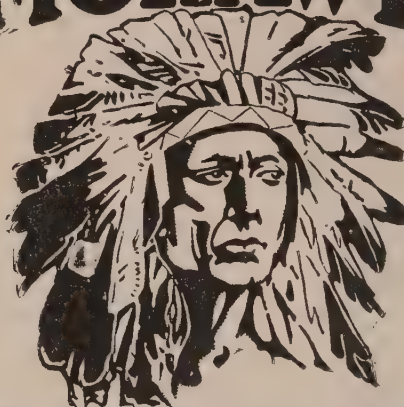
Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

Grain Scale Book is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½x15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

Grain Dealers Journal

309 South La Salle St., Chicago, Ill.

MOHAWK



RUBBER BELTING

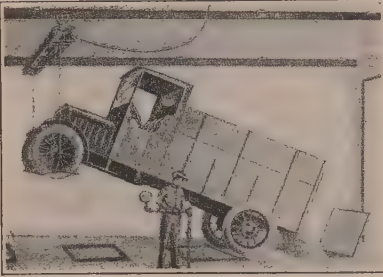
For many years the Standard Belting for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

The Gutta Percha & Rubber-Mfg. Co.
301 W. Randolph St. CHICAGO
New York Boston Philadelphia San Francisco Seattle

STONE'S VEHICLE DUMP



Adjustable to all conditions.

Will dump any size wagon or truck, either long or short, wide or narrow.

Can be used with or without scales.

You can drive on from either end of driveway.

Being portable, will dump into any number of sinks.

Located above driveway, reserving all space below for the storage of grain.

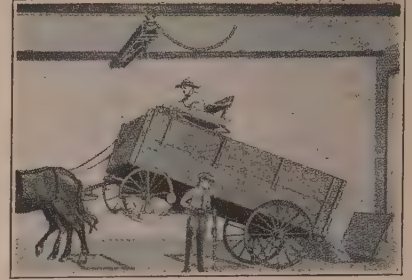
Operated by one man.

Is strong and substantially constructed, entirely of steel.

Will last a lifetime.

Operated by compressed air.

You do not have to close your elevator to install a Stone's Vehicle Dump, as it is complete and is placed in your driveway like a piece of furniture in your home—without the expense of building a house around it.



R. C. STONE ENGINEERING CO., 806 N. Commercial St., ST. LOUIS, MO.

WHY-A-LEAK--STOP IT BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

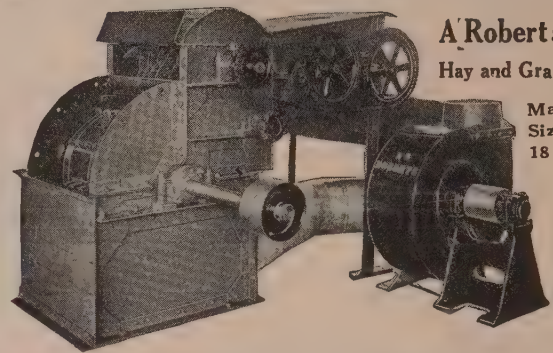
MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

THE KENNEDY CAR LINER & BAG COMPANY
SHELBYVILLE, IND.

Canadian Factory at Woodstock, Ontario



A Roberts No. 24
Hay and Grain Grinder

Made in All
Sizes From
18 to 50 in.

SKF
Bearings
Belt or
Direct
Drive

THE ROBERTS MILL & MACHINERY CO.
1725-31 Blake St., DENVER, COLO.

Mfrs. of Hay and Grain Grinders, Syrup Mixers, Meal Packers



DAY Dust Collectors

have been standard
equipment in better
grain elevators for
over forty years.

There's a Reason

The Day Company
Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.

Humphrey Elevator

Horse Power Is Cheaper Than Man Power

and mighty little horse power saves a lot of man power when you install the **Humphrey Employees' Elevator**. You profit by the time and energy your men save.

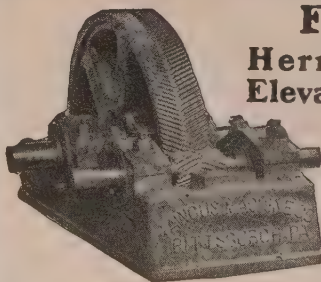
Can be run continuously or only when needed, from your line shaft or a 3 to 5 H. P. motor. Write for complete information.

There Is Only One Genuine Humphrey Elevator

Humphrey Elevator Company

921 Division St.

Faribault, Minn.



FAWCUS Herringbone Gear Elevator & Conveyor Drives

Save 25% to 50% in
maintenance and operating
costs.

Gears enclosed in dust
proof and oil tight cases with
roller bearings.

Efficient - Durable - Compact

FAWCUS MACHINE COMPANY
Pittsburgh, Penn.



THE NEW BADGER CAR MOVER

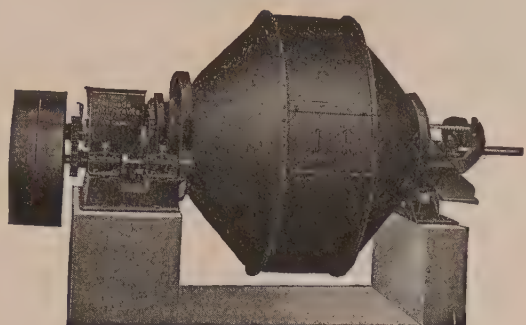
**30 DAYS'
FREE
TRIAL**

Will spot your cars cheaply, easily and
without delay.

Its patented features and quality materials
make it the most efficient and durable mover
being sold.

Try it out for thirty days in your plant,

THE ADVANCE CAR MOVER CO., APPLETON, WIS.



One customer says:

"The mixer we purchased from you is the best for dry mixing of any on the market."

Rather a broad statement—but we believe that we can prove to you the truth of this statement.

Catalog 41 tells why. Better send the coupon for your copy of this catalog.

MUNSON SUPERIOR BATCH MIXER

All metal construction.

5 HP to mix 2000 pounds of feed or 2500 pounds of scratch grains.

Quick, thorough mix—complete discharge.

MUNSON MILL MACHINERY CO., Inc.

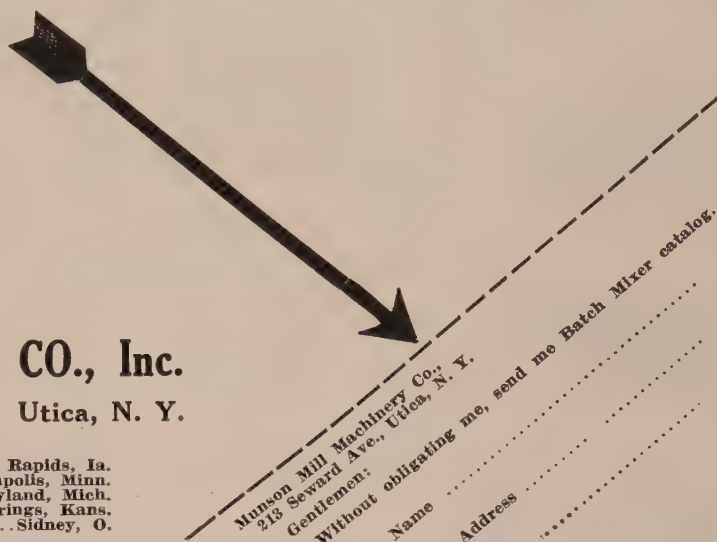
Established 1825

213 Seward Ave.

Utica, N. Y.

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F. J. Conrad.....	Cedar Rapids, Ia.
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A. D. Hughes Co.	Wayland, Mich.
H. C. Davis.....	Bonner Springs, Kans.
Sidney Grain Mch'y Co.....	Sidney, O.



Munson Mill Machinery Co., N. Y.
213 Seward Ave., Utica, N. Y.

Gentlemen:

Without obligating me, send me Batch Mixer catalog.

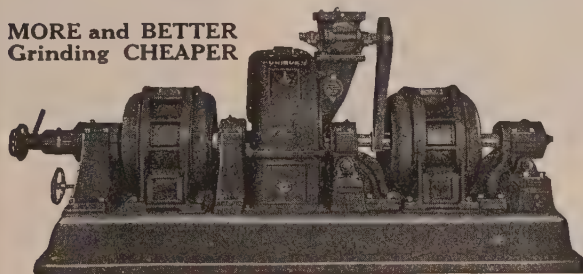
Name

Address

For Greatest Profit In
Feed Grinding, Employ The

UNIQUE BALL BEARING ATTRITION MILL

MORE and BETTER
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding. The tramping device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

ROBINSON MFG. CO.

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—111 W. JACKSON BLVD.

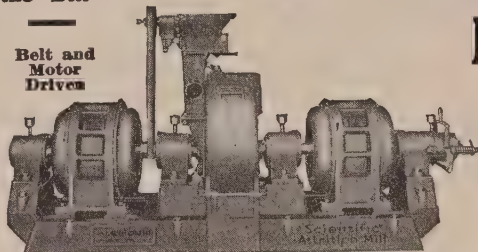
The Bauer

Heavy Duty

Attrition Mills

"The Mill
that Fills
the Bill"

Belt and
Motor
Driven



Accessible
Interior
Self Tram-
ming
Safety Quick
Release

Enclosed Type Ventilated Motors

Furnished when desired. Ammeters furnished
with all direct motor driven mills

PUT YOUR GRINDING PROBLEMS UP TO BAUER

Bauer Attrition Mills are made by Attrition Mill Specialists who have made a lifetime study and world-recognized success in building Attrition Mills that increase the output, decrease milling costs and put the Grinding Business in the profit-making class. The Bauer Engineering Department is at your service without cost to you. Let Bauer solve your Grinding Problems.

Send for Catalog

THE BAUER BROS. CO.

506 BAUER BLDG.

SPRINGFIELD, OHIO

Makers of Bauer Attrition Mills, Corn Crackers, Cake
Breakers, Centrifugal Reels, etc.

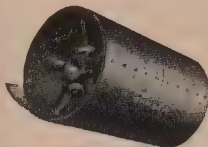
THESE BIG MILLING COMPANIES

Know Equipment and Have Used

"EHRSAM"



The fact that Ehram Elevating, Conveying and Transmission Equipment has been furnished in Grain Elevators for the following Big and Well Known Companies during the past two years is evidence, we think, that Ehram Equipment satisfies the most exacting equipment buyers.



Washburn Crosby, Kansas City, Mo.
El Reno Mill & Elevator Co., El Reno, Okla.

Eagle Milling Co., Edmund, Okla.

W. J. Lawther, Dallas, Texas.

Acme Milling Co., Oklahoma City, Okla.

Kimbell Milling Company, Ft. Worth, Texas

Liberty Mills, San Antonio, Texas.

The above elevators built by

Jones-Hettelsater Constr. Co.
Kansas City, Mo.



"EHRSAM"

Grain Handling Milling Equipment

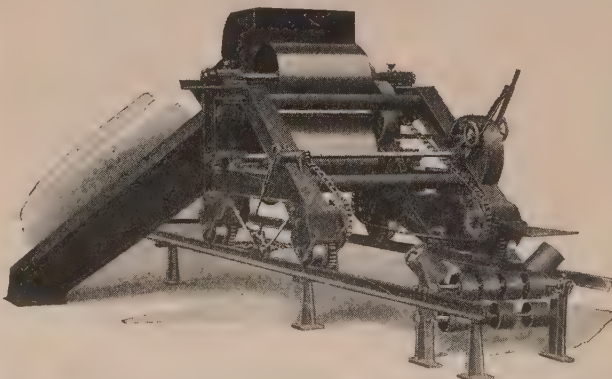
Expert Ehram Engineers are always glad to counsel and advise in connection with Grain Handling and Milling Equipment problems. Why not write us today?



**FREE
CATALOG**

J. B. Ehram & Sons Mfg. Co.
ENTERPRISE, KANS.

Manufacturers of Machinery for Flour Mills, Grain Elevators, Cement Plaster Mills, Salt Plants, Coal Handling and Rock Crushing Systems, Fertilizer Factories, Power Transmission, Elevating and Conveying Equipment.



ACCURATE WEIGHTS

can only be obtained with good weighing instruments.

RICHARDSON SCALES are the most accurate for weighing grain to cars or into sacks.

RICHARDSON SCALE COMPANY

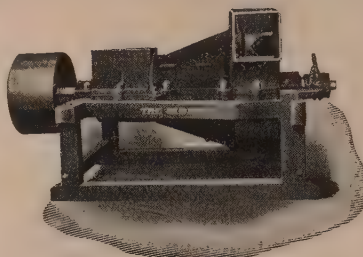
Clifton, New Jersey

Wichita

Omaha

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**Corn Shellers
Yes!**

Still in Business

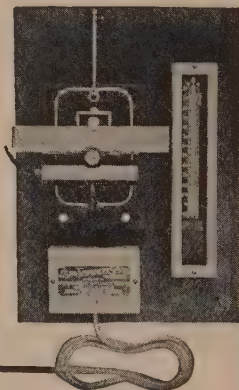
**Our 65 Years' Experience Gives You
the Best for Less.**

Have your elevator fully equipped
BY

The Sidney Grain Machinery Co.

Sidney, Ohio

Successors to the Philip Smith Mfg. Co.



The "ZELENY" Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

Zeleny Thermometer Co.

542 S. Dearborn St.

CHICAGO

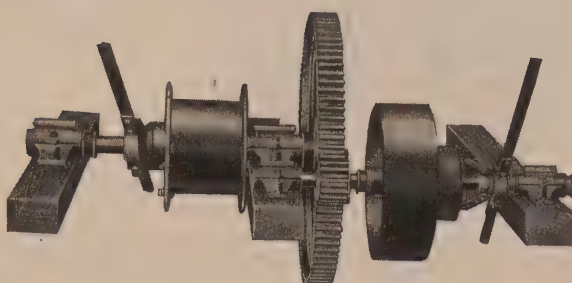
*A Few
Zeleny
Installations*

Cargill Grain Co.
Pillsbury Flour Mills
Bartlett Frasier Co.
Updike Grain Co.
Armour Grain Co.
Larabee Flour Mills
New Orleans Public Elevator
Maney Milling Co.
Buckeye Cotton Oil Co.
Red Star Milling Co.

WESTERN CAR PULLERS

Wire
Rope

Single Drum
and
Double Drum



Manila
Rope

A Complete Line of High-Grade
Grain Elevator Machinery, Shellers and Cleaners

We can make prompt shipment

Union Iron Works, Decatur, Illinois

When In Minneapolis
Stay At
**The
NEW NICOLLET
HOTEL**

Opposite Tourist Bureau on
Washington Avenue
The Northwest's Finest Hotel.
600 rooms with bath or
connecting.
Every room an outside room.
Largest and Finest Ballroom
in Northwest.

Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
68 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00.	

**MAIN DINING ROOM
COFFEE SHOP**

3 Blocks from both Depots, Re-
tail Center and Wholesale Center.

Under Management
W. B. Clark

I would not think of stopping or dropping the Grain Dealers Journal, as I have been a subscriber for the past twenty-five years and read every number when received. A grain dealer needs all the information possible to obtain, in order that he may conduct his business profitably.—H. G. Pollock, Middle Point, Ohio.

Cover's Dust Protector

Rubber Protector. \$2.00
Sent postpaid on receipt
of price; or on trial to re-
sponsible parties. Has auto-
matic valve and fine sponge.
H. S. COVER
Box 404 South Bend, Ind.



**CONE-SHAPE
GRINDERS**

It PAYS TO GRIND ALL GRAINS
Look to the Grinders. They do the
work! Bowsher's Cone-Shape
grinders are the correct principle
in Feed Mill construction. They
mean larger grinding surface
close to center of shaft; thus More
Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation
of the long-lasting, trouble-proof
Bowsher. Have used a No. 4 ten years
with less than One Dollar per year for
repairs." R. W. Watt, Jacobsville, O.

10 sizes; 2 to 25 H. P. Write
for free catalogue. Gt
N. P. BOWSHER CO., SOUTH BEND, IND.

**10,000 SHIPPERS
Are now using**

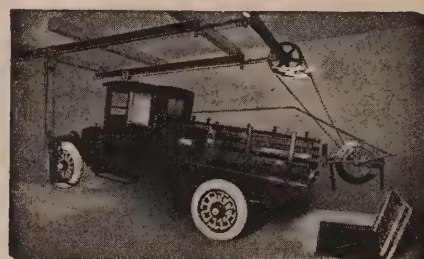
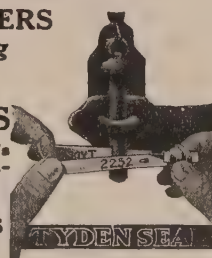
**TYDEN
CAR SEALS**

Bearing shipper's
name and consecu-
tive numbers.

Prevent
CLAIM LOSSES
Write for samples
and prices

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice President
617 Railway Exchange Bldg., Chicago, Ill.



**McMillin Wagon & Truck Dump
THE PRACTICAL DUMP**

Prepare to handle any style or
length wagon that may come to your
Elevator, as the farmers are each year
using more of the long coupled wide-
bedded wagons.

The McMillin Dump handles any
length wagon or truck, and they can
be raised to any slope, even sufficient
to discharge grain from the rough
wagon beds without the necessity of
getting in the bed and kicking or
raking it out.

It will dump any length vehicle into
one dump door.

By extending the track the one de-
vice will dump into several dump doors
in a line in the driveway.

All dumps equipped for operating by
hand or power. TWO horse power
motor or 4" belt from other machin-
ery is ample.

The MANY ADVANTAGES of the
McMILLIN DUMP are rapidly being
recognized, and many Elevator Com-
panies are accepting this opportunity
of increasing their business, and
equipping their elevator with a device
that affords both themselves and their
trade a pleasure in handling the many
different types of vehicles being used.

ADDRESS

L. J. McMILLIN

525 Board of Trade Bldg., Indianapolis, Ind.



Missouri Pacific Railroad Co.

2,500,000 Bu. Concrete Grain Elevator

St. Louis, Mo.

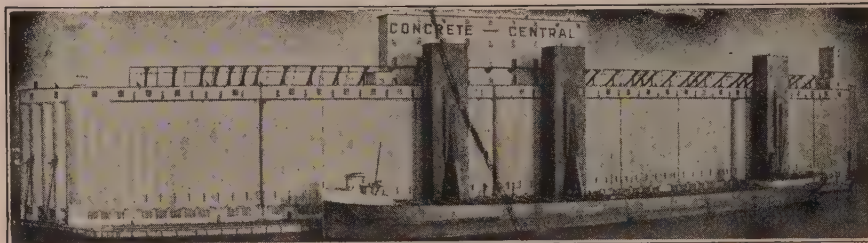
DESIGNED AND BUILT BY

Folwell-Ahlskog Co.

Engineers and Constructors

323 N. Michigan Ave. Chicago, Ill.

Operated by
The Eastern Grain,
Milland Elevator
Corporation



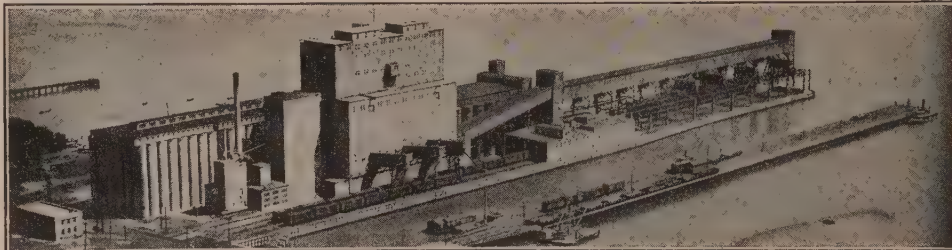
Concrete-Central
Elevator, Buffalo, N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company

Buffalo, N. Y.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

Pennsylvania R. R. Elevator, Baltimore—The Most Modern Elevator in the World

Designed and Constructed by

James Stewart and Company, Inc.

W. R. Sinks, Mgr. Grain Elevator Dept.

1210 Fisher Bldg., Chicago, Ill.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World



One of a

Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.

The Saskatchewan Co-operative Elevator Co., Limited.

The Grain Growers' Grain Company, Limited.

THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS

Offices: Fort William Ont., Duluth, Minn. Minneapolis, Minn.



Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago 54 St. Francois Xavier St., Montreal 837 W. Hastings St., Vancouver, B. C.

2,500,000 Bu. Terminal Grain Elevator

Designed for

The Philadelphia Grain Elevator Company

Port Richmond

BY

FEGLES CONSTRUCTION CO., Ltd.

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

Fort William, Ont.



The Baltimore and Ohio R. R. Co.'s
Baltimore, Md.

Terminal Grain Elevator

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling
Plant in the World*

Constructed by

THE M. A. LONG CO.

*Engineers and Constructors
Grain Elevator Department*

The Long Bldg. - Baltimore, Md.
Postal Tel. Bldg. - Chicago, Ill.

Enid Terminal Elevator Company

Enid, Oklahoma

Present Capacity, 550,000 Bushels

(Head House equipped to handle 1,250,000 bushels)

Broke ground in January, complete plant placed in operation June 1. Before completion, the SOUTHWEST TERMINAL ELEVATOR COMPANY of Enid awarded us contract for a duplicate of this elevator. The second plant was ready to handle grain September 1. Both are now operating on a profitable basis.

Designed and Built by

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.



GRAIN ELEVATOR BUILDERS

THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

Younglove Construction Company

Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

**"If Better Elevators are Built
They will STILL be Youngloves"**

SPECIALIZING
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,
Sioux City, Iowa

Box 1172
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L. D. Rosenbauer, Pres.
H. P. Roberts, V. Pres.

L. W. Ledgerwood, Sec.
A. E. Owens, Supt. Cons.

Southwestern Engineering Company

Designers and Builders of
**MODERN MILLS,
ELEVATORS and
INDUSTRIAL PLANTS**
SPRINGFIELD, MO.

C. T. Stevens

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C. B. Barutio

Stevens Engineering & Construction Co., Incorporated
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS
1207-8-9 LANDRETH BUILDING ST. LOUIS, MISSOURI

Weller Metal Pdts. Co.

Chicago Office Factory
505 Webster Bldg. Hammond, Ind.
SHEET METAL WORK
Grain Elevators a Specialty

CRAMER BUILT

*Is the mark designating the best in Grain
Elevator Construction at normal prices*

W. H. Cramer Construction Co
NORTH PLATTE, NEBR.
Plans and Specifications Furnished

A. F. ROBERTS
ERECTS
FURNISHES

SABETHA

ELEVATORS
CORN MILLS
WAREHOUSES
PLANS
ESTIMATES
MACHINERY
KANSAS

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

★ ★ The Star Engineering Company ★ ★

Specialists in
Grain Elevator Construction

Our elevators stand every test,
Appearance, Strength, Durability
and Economy of Operation.

Estimates and information promptly furnished

★ ★ Wichita, Kansas ★ ★

Want a Job?—Advertise in the Situation Wanted
columns of the Grain Dealers Journal

L. J. McMILLIN
ENGINEER and CONTRACTOR of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

HORNER & WYATT

Designers of
**Flour Mills and Grain Elevators,
Warehouses, Power Plants and
Industrial Buildings.**

*Preliminary Sketches and Estimates,
Valuations and Reports.*

New Board of Trade, Kansas City, Mo.

For elevator and mill supplies we
issue a net price catalog. If in
the market write us for one.

WHITE ★ STAR ★ CO.
WICHITA, KANSAS

RELIANCE
Construction Co.

Board of Trade
Indianapolis, Ind.

Designers and Constructors
of the better class of grain
elevators—concrete or wood.

Want an Elevator?

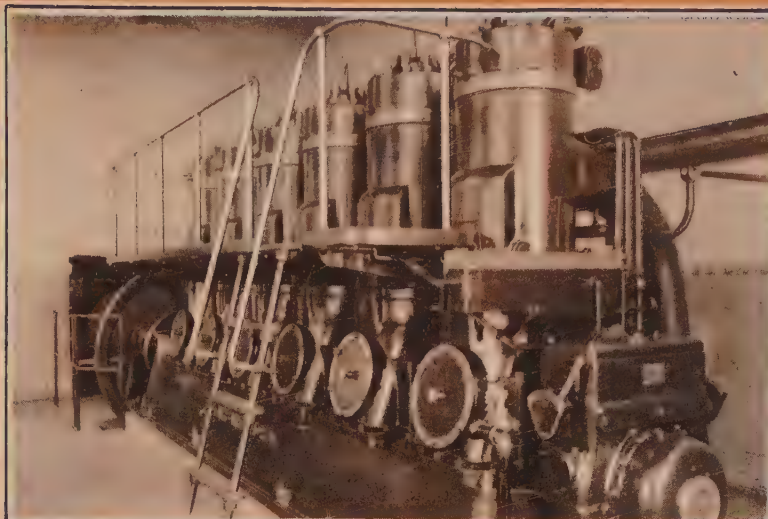
Then consult the "Elevators
for Sale" columns in this issue
of the Grain Dealers Journal.

GRAIN and COAL ELEVATORS
T. E. IBBERSON CO.
CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you help it to more efficient work in improving grain trade conditions.



Fairbanks-Morse 360-hp. Diesel Engine furnishing power requirements for Russell-Miller Milling Co., at Sidney, Montana.



Now production costs are *right*

Steam power costs too high! The old story, again, in the case of the Russell-Miller Milling Co., Sidney, Montana.

To reduce power costs, this 500-barrel mill turned to Diesel power. A Fairbanks-Morse 360-hp. Diesel Engine was installed in October, 1925.

Carrying a load of about 270 horsepower and operating 24 hours a day, the Diesel effected savings that were beyond expectations. With fuel oil cost at 7 cents a gallon, the power cost per barrel of flour was reduced to approximately 5 cents.

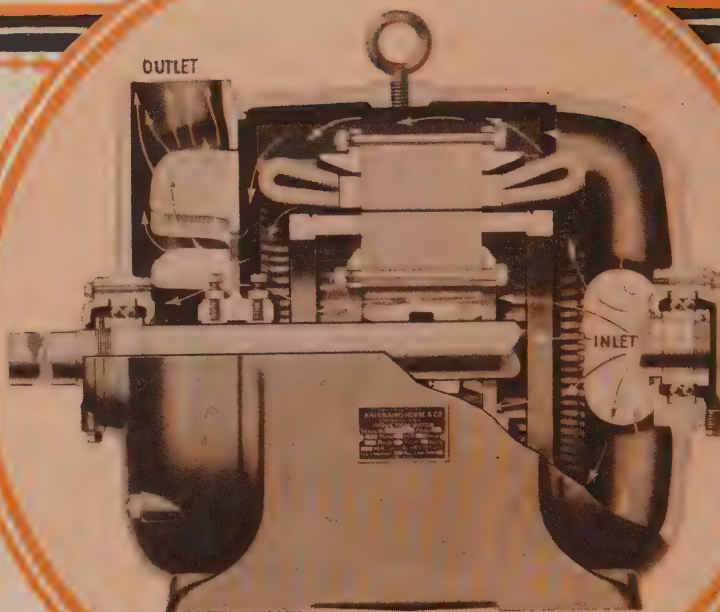
This company reports, moreover, that not a cent has been spent on repairs up to the present time.

Whether the installation is a small or a large unit, the operating records of the F-M Diesel tell the same story. This simple, two-stroke-cycle Diesel gives steady, dependable power at lower cost than is found with any other form of power.

FAIRBANKS-MORSE

DIESEL ENGINES · MOTORS · SCALES





The Enclosed-Ventilated Motor, sectional view. Complete enclosure eliminates fire risk where explosive dust is present. Arrows show how clean, cool air drawn from the outside circulates through motor

This motor IS protection



Scales

The standard of accuracy and fine scale construction for nearly a century, Fairbanks Scales meet all weighing needs. Included in the Fairbanks line are hopper scales, auto-truck scales, wagon scales, track scales, and others.

One motor is designed with the hazardous, dusty conditions of flour mill and grain elevator service in mind.

It is a motor which has electrical elements completely enclosed and protected. It is cooled by carefully planned ventilation drawing clean air from the outside—has liberal overload capacity—is equipped with ball bearings that are grease packed, and that eliminate use of inflammable oil.

It is a motor that is approved by the Mutual Fire Prevention Association for hazardous drives in elevators and flour mills, and affords lowest insurance rates.

This motor is the Fairbanks-Morse Enclosed-Ventilated Motor.

Practically the only attention the Fairbanks-Morse Ball-Bearing Motor requires is once-a-year greasing of the bearings. And this has been further simplified by F-M grease-tube lubrication—the proper amount and kind of grease furnished in a convenient tube.

FAIRBANKS, MORSE & CO., Chicago

28 branches in principal cities at your service

FAIRBANKS-MORSE

Pioneer Manufacturers of
ball bearing motors

A843-A(EOS)A22.3



FAIRBANKS, MORSE & CO.
900 S. Wabash Avenue, Chicago

Please send information covering items checked:

- ☐ F-M Diesel Engines
- ☐ F-M Motors
- ☐ F-M Pumps
- ☐ Fairbanks Scales

Name.....

Address.....

Company.....

GREETING CARDS

Keep up the Christmas Spirit
with a message of cheerfulness,
do it with holiday greeting
cards.

FREE A complete set
of samples,
Business or Personal greeting
cards, or both, with price list,
will be mailed promptly for
your inspection.

American Embossing Company

193-195 Seneca St.

Buffalo, N. Y.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

CENTRAL INDIANA elevator for sale or rent. Extra good location, average 150,000 bus. Write 57W16, Grain Dealers Journal, Chicago, Ill.

KANSAS—One or two modern elevators for sale in Kaw Valley. Priced to sell. Easy terms, part cash. Address 57X12, Grain Dealers Journal, Chicago, Illinois.

N. W. MISSOURI—Modern 10,000 bushel elevator for sale, town of 600 people, good schools and churches, \$6,000. Address 57X3, Grain Dealers Journal, Chicago, Ill.

IOWA—Two good elevators for sale or trade, A-1 condition, will handle 300,000 bushels grain next 14 months, in best part of corn belt. For further particulars address 57X2, Grain Dealers Journal, Chicago, Ill.

OKLAHOMA—15,000 bu. elevator for sale; motor power; feed, coal, hay, seed store, hay barn, coal sheds, sweet potato plant; on CRI&P, good farming country. Low price to settle estate. W. D. Mills, Anadarko, Okla.

CENTRAL ILLINOIS—20,000 bu. cribbed elevator for sale, coal business in connection. Everything in excellent repair. Doing dandy business. Big crop to handle. \$8,500 if sold quick; good terms. Address 57U9, Grain Dealers Journal, Chicago, Illinois.

NORTHERN ILLINOIS—Seven grain elevators for sale with coal, fence, lumber and building supply yards at small stations, good proposition, reasonably priced, no trades. Will sell one or more or all together. Address Holcomb-Dutton Lumber Co., Sycamore, Ill.

NORTHWESTERN OHIO—Modern electrically equipped grain elevator for sale, also flour and feed warehouse. Doing good wholesale and retail business. Modern equipment for handling coal. Ample territory in best grain section. Write 57R19, Grain Dealers Journal, Chicago, Ill.

SOUTHEASTERN INDIANA—Splendid business opportunity for energetic party wishing to engage in the grain, feed and coal business. Three elevators, active and doing good business, located so all can be handled from central office. Attractive price to interested party. Address 57U18, Grain Dealers Journal, Chicago, Ill.

BARGAIN IF TAKEN AT ONCE—Someone is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

VALDOSTA, GA.—15,000 bu. grain elevator for sale, a modern set of corn mills, chicken feed mills, sweet feed for live stock mills, and mill for manufacturing hominy grits, all with hydro-electric power and separate motors for each, in white brick buildings, with warehouse space of 50,000 sq. ft. Sprinkler system fire protection. Plant is practically new throughout; located on 2½ acre tract inside city limits on paved street; city of 20,000; on 3 railroads with joint siding served by Atlantic Coast Line and Southern Rys. A money maker. Will sacrifice for quick sale. Address G. C. Dougherty, 411 N. Ashley St., Valdosta, Georgia.

ELEVATORS FOR SALE

NORTHERN IOWA—Elevator property for sale in good territory and an old established business. Price very reasonable. Address 56L1, Grain Dealers Journal, Chicago, Ill.

WEST CENTRAL ILLINOIS—27,000 bu. grain elevator for sale on Wab. RR.; large warehouse with basement and office; cement construction; good coal bins. Bargain. Address 57V15, Grain Dealers Journal, Chicago, Ill.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

FOR SALE AT LESS THAN HALF PRICE—INDIANA grain and coal business, modern, in fine location, good railroad facilities. Good prospect for corn crop. A real elevator as well as a real bargain. Address 57T13, Grain Dealers Journal, Chicago, Ill.

TRAER, IOWA—Two elevators for sale. One 30,000 bu. capacity, on C. R. I. & P., with feed house 40x24, each covered with steel. Other elevator 20,000 bu. capacity, steel covered, on C. N. W., coal sheds, salt house, feed house 40x24. All buildings in good repair. Write F. J. Childs, Sec'y, Traer, Iowa.

THE WANTED - FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

EAST CENTRAL ILLINOIS grain elevator for sale in heart of corn belt. Second largest grain shipping point between Lafayette and Peoria. Average volume for station over 500,000 bu. Best of competition at station and surrounding points. Elevator cribbed construction, capacity 35,000 bus.; new cribbed construction coal bins, new brick office, good ear corn crib, strictly modern 9 room residence. Reason for selling, wish to retire account ill health. Address 57W14, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE OR LEASE

OHIO grain elevator and three story brick warehouse for sale or lease, with private siding, coal yard with elevated side track connection. Ideal location for dairy feed manufacturing plant. Write T. C. Linger, Findlay, Ohio.

ELEVATORS WANTED

WANTED—Grain Elevator in good location, doing not less than 150,000 bushels annual business. Don't care for sidelines, but feed business not objectionable. Will pay cash. Address Lock Box 11, West Milton, Ohio.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

BUSINESS OPPORTUNITIES.

IOWA—Coal and grain business for sale in town of 4,000. Makes \$3,500 a year and \$8,000 is the price. Address 57X1, Grain Dealers Journal, Chicago, Ill.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

MILLS FOR SALE.

DUNCAN, ARIZONA—New XX Century 50-bbl. mill complete, also 25,000 bu. steel storage tank, in midst of wheat producing country. Will sell at a bargain. Excellent reasons for doing so. Address Gouley Burcham, Tucson, Ariz.

STORAGE TANK WANTED.

WANTED—One or two slightly used 25,000 to 50,000 bu. capacity steel tanks. Address Lexington Elevator & Mill Co., Lexington, Ohio.

ADDRESS WANTED.

WANTED—The address of W. C. McPherran, elevator builder. Address 57X8, Grain Dealers Journal, Chicago, Illinois.

ADDRESS of W. H. Rhodes, author of Rhodes' Calculating System wanted. Address 57V17, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

WANTED—House man, permanent position for right man. Montmorenci Elevator Company, Montmorenci, Indiana.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED

POSITION wanted as manager or solicitor, either local or traveling, with some good grain firm; best of references furnished. Address 57S9, Grain Dealers Journal, Chicago, Ill.

WANT position as manager of Farmers or Indept. Elevator; 15 years' experience; can talk German; best of references; prefer Illinois. Address 57W9, Grain Dealers Journal, Chicago, Ill.

MANAGER with 15 years' experience desires position with country elevator; understands sidelines, books; best of references. At present employed; good reason for change. Address 57W8, Grain Dealers Journal, Chicago, Ill.

POSITION wanted as manager of large or small elevator; 30 years' experience in both inland and seaboard elevators; familiar with the office duties as well as the running of elevator machinery. Best of reference, bond if necessary. B. J. Tobin, Burlington, Iowa.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

Purchase and Sale Contracts gives a quick reference to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas, 100 double pages size 8½x14 ins. Order Form 18 P&S. Price \$3.00. Weight 2½ lbs.

Leaking Car Report Blanks bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

Clark's Car Load Grain Tables: The eighth edition is the most complete table for reducing carload weights to bushels published. The tables show reductions by 50-pound breaks as follows:

20,000 to 107,950 lbs.	to 32 lb. bushels.
20,000 to 74,950 lbs.	to 34 lb. bushels.
20,000 to 96,950 lbs.	to 48 lb. bushels.
20,000 to 118,950 lbs.	to 56 lb. bushels.
20,000 to 118,950 lbs.	to 60 lb. bushels.

Bushels are printed from bold faced type in black ink; pounds in red, on heavy ledger paper, sewed and reinforced with muslin, and bound in flexible keratol covers with marginal index. Weight 6 ounces. Price \$2.50.

Clark's Decimal Grain Values saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$5.00. Weight 1½ lbs.

Clark's Freight Tables: Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy Bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

Shipping Notices Duplicating: A convenient form for advising receivers of the kind, grade and weight of grain shipped.

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy hinged press-board covers, with two sheets of carbon, size 5½x8½ inches. Order Form 3SN. Price 75c. Weight 8 ounces.

Clark's Double Indexed Car Register gives ready reference to the record of any car. Facing pages 11x16 inches of heavy ledger paper are each ruled into five columns, those on the left being numbered 0, 1, 2, 3 and 4, while columns on the right are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record." The marginal index figure which is repeated in upper corner of each right hand page represents the right hand or unit figure of the number entered, while the column heading is the second or tens figure. The required number can be instantly found if properly entered. Form 40, with space for 12,000 cars, \$2.50. Form 42, with space for 21,600 cars, \$3.25.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.

OATS WANTED

WANT a car or two of 1925 crop No. 2 White Oats that will germinate. Quote and send sample. Phelps Grain Co., Lost Nation, Iowa.

FLOUR FOR SALE.

MIXED CARS OF FLOUR AND MILL FEEDS in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. ANSTED & BURKE CO., Springfield, Ohio.

STEEL FOR SALE.

STRUCTURAL STEEL suitable for Track Scale for sale. Description: Strait Scale Co. Type "D," 100 ton Beam Capacity, 4 sections, 60 tons each section, size 50 feet. Price \$750 f.o.b. Milwaukee, subject to prior sale. This steel has been stored under cover and is free from any corrosion, having been painted when it was delivered to us.

Bernhard Stern & Sons,
315 Court St., Milwaukee, Wis.

ENGINES FOR SALE

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago.

INFORMATION BURO.

READERS DESIRING to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Buro, Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.

FOR SALE—New Fairbanks 10033 Automatic Scale, capacity 1,000 bushels per hour. Address L. W. Bicknell, Webster, S. D.

HOPPER SCALES—One insertion sold mine. I made money and saved the purchaser money so we are both happy—thanks to the Journal.—E. H.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

SECOND HAND SCALES for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

SCALES WANTED.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

MOTORS.

FOR SALE—One 40 hp. Fairbanks-Morse ball bearing motor, 1200 rpm., 3 phase, 60 cycle, 220 volt, with base, pulley and starter, \$300. J. M. Bell, Box 163, Sidney, Ohio.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.25 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

Make Your Business

A Christmas present that will assist it to avoid the snares and pitfalls of new trade highways. Send it the convictions, suggestions and experiences of your brother grain dealers twice each month by subscribing to **The GRAIN DEALERS JOURNAL.**

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order that I may profit by the experience of others in the grain trade, please send me the Grain Dealers Journal on the 10th and 25th of each month. Enclosed find Two Dollars to pay for one year.

Name of Firm.....

Capacity of Elevator

Post Office.....

.....bus.

State.....

Use Universal Grain Code.

MACHINES FOR SALE

LEHIGH GRAIN DRYER for sale, capacity 300 bu. per hour; never been used. Will sell at a bargain. If interested write Farmers Grain Co., Larchwood, Iowa.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

REPLY REGARDING MY AD. I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

FOR SALE—4 Union Special Type "L" Bag Closing Machines.

10 27"x8" Allis Chalmers Centrifugal Reels, practically new.

Standard Mill Supply Co.,
501 Waldheim Bldg., Kansas City, Mo.

ELEVATOR EQUIPMENT for sale at Knowles, Wis., consisting of one 25 hp. gas engine, one 6 hp. gas engine, buckets, leg, heads, hopper scale and feed grinder. Luehring Lumber Co., 3009 Lisbon Ave., Milwaukee, Wis.

FOR SALE—1 Hess corn and grain drier new, never has been set up, capacity 1200 bu. per 24 hours, crated for immediate shipment. Bargain. I double stand 9x30 B. & L. Moline roll LePage cut. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

MACHINERY FOR SALE

Hercules Crusher, 100 bu. capacity.
Little Giant Crusher, 30 bu. capacity.
Triumph Sheller, 100 bu. capacity.
Chief Ear Corn Crusher and Grinder, 50 bu. capacity.

Scalpers; bag holders; used 18" and 20" ball bearing Monarch Attrition Mills.

L. F. Perrin, Box 375, Port Huron, Mich.

HAVE NO KICK COMING: Cancel ad. We are so flooded with replies that we will be kept busy for months to come. We certainly were glad to know that every morning brought us queries for our equipment and always in their letters they would say that they noticed the ad in the Grain Dealers Journal. It is a great thing for us as long as we can supply the demand.—E. J.

FOR SALE—One double stand Nordyke & Marmon, 9x30, roller mill, old style. Rolls corrugated for crimping oats, one pair 8 3/4 inch, other pair 8-3/16 inch.

One No. 7 Monitor Warehouse Separator, a large machine and in good condition.

One Richardson combined automatic feed scale and packer. This machine has been in use several years and is in good condition. Weighs out ground or mixed feed and packs it in sacks with screw packer. Capacity about 5-100 lb. sacks per minute. Will handle ground oats, dairy feeds, mash feed, etc. Requires power to operate packer.

One S. Howes Bran Packer; used only 2 days.

J. J. BADENOCH CO., Chicago, Ill.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,

9 S. Clinton St., Chicago, Ill.

MACHINES FOR SALE.

ONE BAUER 24-inch ball bearing attrition mill for sale; like new. C. C. Shira, Sidney, Ind.

FOR SALE—Six used hammer mills, all sizes and makes. Replaced by Bauer Attrition Mills. Write us. J. M. Bell, Box 163, Sidney, Ohio.

FOR SALE—One electric elevator in good condition, 3,000 pound capacity. Address The First National Bank, Frankfort, Indiana.

ATTRITION MILL—One 24 inch. double head Bauer ball bearing motor driven attrition mill for sale. Address 129 Box, Van Wert, Ohio.

ATTRITION MILLS

Two 22-in. double head Bauer Ball Bearing, motor driven, Attrition Mills, Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

BARGAINS—One 25 hp. steam engine. One old style standard adding machine. One 10 ton Howe ball bearing truck scale, good as new, used only 8 months. Pesotum Elevator Co., Pesotum, Ill.

ATTENTION, OAT CLIPPER.

One No. 10 Invincible Oat Clipper, including Out Board Bearing. Wire us for price on this. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—Some exceptional offerings in slightly used motor driven attrition mills, assorted styles and sizes. Also several standard motors from 5 to 50 hp., at sacrifice prices. Address Diamond Huller Co., Winona, Minn.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

FOR QUICK SALE

Two 36 inch Bauer Bros. ball bearing, double head, motor driven attrition mills, practically new.

One 24 inch attrition mill, same as above. Standard Mill Supply Co.,
501 Waldheim Bldg., Kansas City, Mo.

THREE BLOWERS for dust conveyors, one 50" National Blower Works make of Milwaukee, Wis., one 60" and one 72" Sturtevant made by the B. F. Sturtevant Co., Boston, Mass.; A-1 condition; will sell reasonably; write for prices.

THREE THOUSAND feet 30" four ply rubber belting for \$1.00 per foot, Kansas City.

SIX FAIRBANKS Hopper Scales, 1,600 bu., with type registering beam for sale, good as new. They are coming out of grain elevators we are now dismantling for the Santa Fe Ry. Co., Argentine, Kas. We will guarantee same to be complete and in good working order. Will sell one or all. J. Goldberg & Sons Struc. Steel Co., Box 6406, Sheffield, Kansas City, Mo.

MACHINERY FOR SALE

ATTRITION MILLS: 20, 22 and 24 in. Monarch motor driven; 24" single head motor driven Bauer Bros. Belt driven ball bearing attrition mills; 24" Monarch, 24" Bauer, 18" Dreadnaught, 14" Diamond Huller, 18" Halsted plain bearing.

Dust collectors; car puller; Hall Distributor; elevator buckets and bolts; 7 large elevators; Union Iron Works Corn Sheller with gyratory cleaner; Hutcheson Corn Sheller; 1 Gardner Batch Mixer with sifter; 1 1000 lb. vertical batch mixer, new; 2 receiving separators; 9x24 three high Allis Roller Mills; 9x24 Robinson 2 high ball bearing feed mill; 7x18 three high Allis, corrugated for cracked corn; 2 and 8 bu. Richardson Auto. Scales; 1 late type Richardson 4 bu. Auto. Scale; 2 bu. Avery Scale; pulleys; shafting; hangers.

Everything for the elevator and flour mill. Write your wants.

A. D. HUGHES CO., Wayland, Mich.

Bargain Sale in Soiled and Shelf Worn Books.

Triplicating Grain Ticket Book; used as salesman's sample; slightly damaged. Price \$1.00 and postage. Weight 2 1/2 lbs. Order "Bargain 19 G T."

Two Railroad Claim Books containing 100 sets of claim blanks for overcharge and index, \$1.50 each and postage. Order "Special 411-E."

One Scale Ticket Copying Book containing 150 pages of four tickets and four duplicates to the page. Used as printer's sample; slightly damaged. 75c and postage. Weight 2 lbs. Order "Special 73."

Scale and Credit Ticket Book, 100 pages each original and duplicate, 5 tickets to page, machine perforated, 4 sheets carbon. Used as salesman's sample. Price 75c and postage. Weight 1 1/4 lbs. Order "Special 51."

Gas Engine Handbook, by E. W. Roberts, contains many useful rules and hints of value to the operator of a gas engine. Size 3 1/2 x 5 1/2, 264 pages, bound in leather. Shelf worn. Weight 6 ozs. Price \$1.00 and postage. Order "Gas Engine Special."

Receiving and Stock Book for keeping separate daily record of each kind of grain received; 160 pages; 20 lines to page; space for 3,200 loads of grain; printed on ledger paper, high grade binding. Soiled; price \$2.00 f. o. b. Chicago, weight 2 3/4 lbs. Order "Special 321."

One Double Indexed Car Register, used to advantage by receivers and carlot shippers. Through its use any car may be found instantly. The double pages are ruled vertically so as to provide a column for each digit. This form contains space for 12,000 cars. Order "No. 40, Special," price \$2.00.

Sales, Shipments & Returns, a combined sales and shipping ledger, providing spaces for complete detailed information regarding returns from each shipment; 80 double pages, each page containing space for recording 29 shipments. Soiled from being used as printer's sample. Price \$1.75 f. o. b. Chicago. Order Special 14AA.

GRAIN DEALERS JOURNAL,
309 S. LaSalle St., Chicago, Ill.



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for your business or a Brother
Grain Dealer is a copy of
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Grain Dealers Journal

315 South La Salle Street CHICAGO, ILL.

Directory

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Wm. G. Scarlett & Co., wholesale and merchants.

McCullough's Sons, The J. M., field and garden seeds.

Council Bluffs Seed Co., seed corn, nothing else.

Crabbs Reynolds Taylor Co., grass and field seeds.

Wolf Seed Co., wholesale field seeds.
Kraus & Apfelbaum, field seed dealers.

Indiana Seed Co., field seeds.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.

Louisville Seed Co., clover and grasses.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.

Minneapolis Seed Co., field seed merchants.
Northrup King & Co., field seeds.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

LOUISIANA White Clover Seed (best of all White Clover, see Gov't report). Samples and prices on request. C. E. Speed, Tallulah, La.

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds for Sale—Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

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Headquarters for Redtop Orchard Grass and Kentucky Blue Grass

Strictly No. 1 Quality

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ASK for Quotations
RUDY-PATRICK SEED CO.
KANSAS CITY, MISSOURI

CRAWFORDSVILLE, INDIANA

Buyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight, 4 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.

—after 12 years experience with Goodrich Grain Belts

Goodrich
Mechanical Rubber Goods

PERFORMANCE REPORT NO. 2700-3

[Goodrich Mechanical Sales
Chicago, Ill.]

Dear Mr. Anderson:

"In that I purchased the first Pilgrim belt as well as the first Legrain and Carigrain belts from you to be used in a Duluth grain elevator, I thought you might be interested in knowing the success we have had with them.

"385 ft. of 22" 7 ply Pilgrim bucket elevator belt has run continually for twelve years. This belt is used in our Peavey Elevator in Duluth.

"On July 15th, 1918, we put on 1500 feet of 36" 4 ply Carigrain belt. This belt is running in our Globe elevator at Superior, Wis. There has been many millions of bushels of grain carried on this belt during the last seven years, and it looks good for many more years.

"We also have several Legrain belts in service. The oldest one was put on in the fall of 1918. It is 385 feet long, 22" 7 ply, and is still in perfect condition.

"These belts show practically no stretch, which feature allows them to run continually with very little attention. Whenever we want the best belts that money can buy, we purchase Goodrich.

Yours very truly,
GLOBE ELEVATOR COMPANY
By S. F. Staples, General Supt."

A BELT buyer naturally wishes to feel that he has made the best possible selection under all circumstances.

He wants to be able to look back upon his choice without reservations or regrets.

As such, you will be interested—keenly so—in the accompanying Performance Report for it describes the experience of a well-known grain superintendent with Goodrich Belts for a period of twelve years.

Our files are filled with just such convincing proof of Goodrich Belt superiority—of Goodrich unvarying Quality.

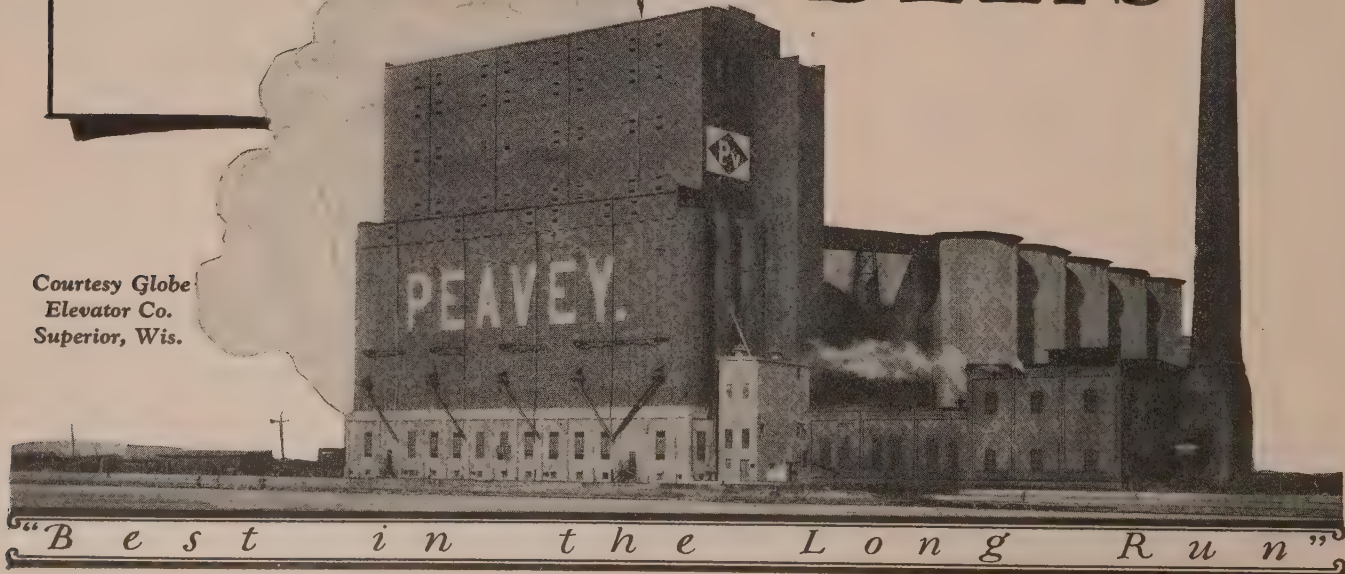
Capitalize the experience of Goodrich users. It is your shortcut to greatest efficiency and prolonged economy.

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Established 1870 Akron, Ohio

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Courtesy Globe
Elevator Co.
Superior, Wis.



"Best in the Long Run"

GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

CHICAGO, NOVEMBER 25, 1926

ONLY on 69 of the 301 market days of the last crop year was the price of No. 1 northern wheat at Fort William below the pool's announced price of \$1.45. Does "orderly marketing" pay?

THE DECLINE per capita in flour consumption in the United States does not spell disaster for the flour mills. The natural increase in the population will call for the milling of more wheat every year, altho the American now enjoys a more varied dietary.

GRAIN DEALERS who plan their business promotion and then tenaciously follow the program have some chance of arriving at the desired destination. Even the most aimless drifters would not attempt to drive to Success without the latest and best road map.

THE GRAIN dealer who is unwilling to profit by the experiences of others never listens to the convictions of men old in the business and refuses to read about what they are doing. He prefers to learn from his own expensive experience.

THE AGRICULTURAL Committee of the U. S. Senate is said to be so distressed by the failure of the Grain Marketing Company that it proposes to conduct an intensive investigation of the causes contributing to the collapse of that so-called Co-operative combination. Many others will be deeply interested in the results of the investigation, but it is not reasonable to expect any benefit to result from any investigation of a failure.

HEAVY LOSSES during 1926 have wiped out all the profits of the stock underwriters and they face the alternatives of raising rates or copying the methods of the grain and mill mutuals who have succeeded in enlisting the co-operation of the insured toward cutting down losses.

LOCAL BANKERS should be cultivated by the country elevator operator to their mutual advantage. One of the most successful farmers' elevator companies in Illinois always takes a note from patrons for accounts receivable, and relies upon the local bank for working capital on its own notes.

HOT BEARINGS in a grain cleaner at Clinton, Ky., and another hot bearing in the cupola of an elevator at Piqua, O., started fires that resulted in loss from both fire and water. Elevators equipped with old style bearings need closer watching than modern equipment, which is generally supplied with non-friction bearings.

THE CONSTRUCTION of a state-owned elevator and mill did not make a terminal market; and North Dakota has gone farther by a law to make its chosen city a rate breaking point. The taxpayers have been forced to contribute their share and now the railroads are to be burdened, all to maintain an artificial condition, the cost of which will exceed the benefits.

STATISTICIANS who have been worrying about the excess wheat crop and the reduced per capita consumption of wheat flour products, have discovered that the rapidly increasing population is swelling the consumption far more than the bread and butter charge combined with the dry sawdust products of the bakeries is doing to discourage the consumption of wheat flour products.

GARLIC is causing so much grief to elevator operators in the soft winter wheat districts this year that we can naturally expect a flood of new machines for removing pest. Some machines are now being manufactured, but the crushing of the garlic in with the wheat gives the whole lot such a strong odor that the millers hesitate to make flour of it, so the discount by buyers is generous.

POSTPONEMENT of the Interstate Commerce Commission hearing on Baltimore's petition for a greater differential left a bad taste with those who had traveled hundreds of miles to Washington at heavy expense to attend the hearing, an expense and loss of time that could have been saved had the authorities announced the postponement early instead of late in the day before the date set for the hearing.

VANCOUVER grain dealers are up in arms against the proposed leasing of the Government's Elevator to the Wheat Pool for a pitance. The house having been erected at the expense of all taxpayers, the grain dealers rightly feel that it should be operated as a public elevator to handle the grain of all shippers and thereby make the market attractive to all sections of the trade. Whenever the state attempts to serve in any capacity it invariably makes for waste, inefficiency and favoritism.

CULLING out ears of damaged corn will pay big profits to all handlers when husking, cribbing or shelling. Corn can be stored more safely without the damaged ears, which are profitably disposed of by feeding on the farm.

GRAIN JOBBERS are no doubt agreed that the reconsigning charge of \$6.30 a car is exorbitant and unreasonable, yet so long as the tariffs provide for this charge it is folly to attempt to get around it by subterfuge or misrepresentation. The Interstate Commerce Laws provide heavy fines and imprisonment for any shipper who obtains a reduced rate through false billing or misrepresentation.

THE SECRETARY of the Iowa Agricultural and Industrial Commission can find a legitimate opportunity in promoting the grain markets of his own state without decrying others that he alleges have been created and sustained by artificial conditions. If the great central market has been created by such artificial conditions as the building of the railroads that made it the greatest transportation center on earth, let the Secretary make the most of it.

SORGHUMS, and especially kafir and milo harvested in the Southwest, is reaching the market so damp that the wonder is it does not get steaming hot before unloading. Damp grain of any kind merits a good blowing or drying and cleaning before shipment, both because of greater value and less liability of getting out of condition. The installation of a strong fan is so inexpensive every country elevator operator needs it for seasons of excessive downpour such as 1926.

LARGE TERMINALS for the interchange of freight between boats and railroad cars at numerous points are now demanded by advocates of the Mississippi River improvement. When the Erie Canal was enlarged a similar demand by citizens along the route for terminals led to the construction of warehouses that have stood idle ever since, at the expense of the general taxpayers of the state. Let the municipalities build their own docks and leave the construction of elevators to private enterprise.

METRIC weight advocates contemplate renewed efforts to have Congress enact a compulsory metric system bill; and grain dealers who do not wish to be put to great expense by scrapping eventually of their present weighing facilities must be on their guard, to advise members of Congress of their opposition to joint resolutions 254 in the House and 107 in the Senate, which would change our present yard to 39 inches or more and our pound to a new "pound" weighing 10 per cent more than our true pound.

ADJUSTMENT of freight rates to a percentage of the price of the crop in the terminal market each season is the suggestion of a professor of the University of Illinois, who goes so far as to suggest also that the crop estimates be used to adjust the freight rate in advance. In times of great overproduction prices are so low that after paying the freight the grower has little or nothing left. What would the railroads have left after hauling grain free with which to provide transportation facilities for the following crop?

ONE OF the latest schemes to hook the farmers of Illinois is a proposal to organize a general purchasing agency in Chicago to buy all the necessities of the farmers of the state in wholesale quantities and at wholesale prices. Of course the agency will only ask a small commission on the sales in order to meet its fixed overhead, but the farmers will be expected to supply working capital and the expenses of mismanagement, shrinkage, deterioration, etc. These avaricious promoters have a deep sympathy for the farmer when there is any prospect of their getting a chance to handle his money.

TWO ELEVATOR EMPLOYEES, one in Missouri and one in Illinois, met with serious accidents recently as the result of falling from a height. In one case the man fell 30 ft. into a bin. Yes, it was an open bin, one of those old style dust spreading bins. These open bins have always contributed largely to the elevator employes aversion for going into the dirty cupola. If the bins were covered the dust would be kept in with the grain and a small fan attached to the distributing spout would carry the little dust that does get out, outside the cupola. If all the bins were closed, children who love to jump into them, and men who slip into them, would not lose their lives.

MONTHLY trade days liberally advertised through the local press has boosted the business of many southern Indiana towns where all merchants have joined in making special offers for these days and thereby attracting an unusual number of farmers from distant points. Some of the grain dealers have helped to attract the farmers to market by offering on these "Market Days" an extra prize of \$3.00 to \$5.00 for the heaviest load delivered before 3 p. m. and some of the merchants co-operating with the grain dealers have offered an additional prize of \$1.00 worth of sugar or coffee thinking, of course, that when the prize-winner comes to get his sugar he will spend more of the money which he received for that large load. These promoters of special market days have not only interested the farmers in new markets but have helped to bring many of them in closer relation to the business men of their markets.

THE FEDERAL TRADE COMMISSION seems to be constantly exceeding its authority. Scarcely a week passes that some court does not find occasion to place a check on its autocratic tendencies. On Nov. 23 the Supreme Court of the United States held that the Commission exceeded its powers in ordering corporations to divest themselves of stock held in other corporations. The court held that if such holdings are unlawful the remedy lies elsewhere than thru the Federal Trade Commission. The Federal Trade Commission's troubles arise from the organization of our government into three branches only, the legislative, judicial and executive, having such complete authority to remedy all evils that there exists no room for a commission of busybodies, so that whenever the Commission undertakes anything effective it finds itself encroaching on the prerogatives and functions of the three regularly established branches of our government. Let the pestiferous Commission be abolished.

SHIPPERS who have lost the proceeds of drafts due to the failure of a collecting bank are advised in future by the attorneys of the Southern Mixed Feed Manufacturers' Ass'n to stamp on the face of each acceptance or draft the following statement: "This draft is a cash item and is not to be treated as a deposit. The funds obtained thru its collection are to be accounted for to drawer, and are not to be commingled with the other funds of collecting bank." Some of the Western states have upheld this doctrine.

PRICE FIXING of cotton by an equalization fee under the McNary-Haugen plan seems impracticable because the exports on which the loss must be taken are so heavy compared with the home consumption. The tax on the home consumption would be excessive and prohibitive and cotton cloth would be so costly its use would be restricted, cutting down the domestic consumption of cotton, which latterly has been showing a gratifying increase under the stimulus of low prices. During September the cotton consumption in manufacture amounted to 571,000 bales, compared with 483,000 bales in September, 1925.

Greater Care Needed in Specifying Terms of Contract.

While grain dealers generally are much more careful than ever about clearly stipulating all the terms of each trade made, still there are many careless practices which can be easily rectified to the advantage and profit of the contractors. Sec'y Dorsey has called attention to one careless practice common in the Southwestern trade, to wit: the indefinite use of "Federal Grades" or specifying in contract that "Federal Grades to prevail." The federal grades as interpreted by the licensed inspectors at different market points vary widely, so it is very important that dealers who desire to get grain of a specified quality shall stipulate the name of the market as well as the grades.

At the recent meeting of the National Ass'n in Buffalo, much time was given to the discussion of indefinite contract terms. If both parties to every contract were to specify what terms and what weights and grades were to apply to the transaction, then the settlement of any difference or dispute which might arise would be greatly simplified. If all parties to each contract would use formal confirmation blanks and stipulate clearly therein all the terms and conditions of the contract, then the number of differences and the losses resulting therefrom would both be greatly reduced to the advantage and profit of every one interested.

It is encouraging to note that the number of cases arbitrated by the National Ass'n during recent years has been reduced each year, which seems to indicate positively that grain dealers are exercising greater caution regarding entering into indefinite contracts, that they have a fairer consideration for the other party to the transaction and are willing to make allowances for honest misunderstandings and differences. The written confirmation which clearly specifies all the essential terms and conditions of each trade, is one of the real safeguards against expensive disputes.

Effect of Iowa Supreme Court Decision on Right of Way Leases.

Extension of bureaucratic control over the grain business is not a thing to be encouraged by the dealers themselves. The officeholders are only too eager to seize upon every pretense that a business is a public business, for the purpose of imposing burdensome regulations on that business and creating an army of spies to enforce the regulations.

When the first grain futures act was declared unconstitutional because trading in futures was not affected with public interest the difficulty in the way of the bureaucrats was promptly removed by a Congressional fiat declaring future trading to be affected with public interest.

In North Dakota elevators on railroad right of way or with rail shipping facilities were considered by the state legislature so affected with public interest that the bureaucrats even sought to fix the margin on which wheat should be handled thru a country elevator.

Now a few grain shippers in Iowa having elevators on the right of way of the railroad company are listening to the siren song of the attorney of the State Board of Railroad Commissioners, persuading them that their elevators are affected with public interest and that the use of the elevators being a "public" use gives the State Board control of rentals of the sites of elevator on the right of way of the railroads. While it is true that a grain elevator operator storing grain for all comers for hire is a public warehouseman, there are very few such, the great majority of elevators being operated on the basis that the owner may refuse to receive grain into his house, requiring the room for grain of his own purchased from the growers. Many dealers will store grain neither free nor for hire, and in no way are public warehousemen, even tho located on the railroad right of way. For them to concede as a matter of expediency, to take advantage of the kind offices of the Board of Railroad Commissioners to prevent extortion by the railroads, that they are so public as to be subject to regulation, is suicidal.

STORING GRAIN for farmers has brought disaster to so many county elevator operators one would think this would be the last bait offered by any grain merchant for business, but a grain firm at Boise City, Okla., has recently announced that not only will it store grain, but it will advance 65 cents per cwt. and farmers can sell any time the market suits them. These attempts to gain volume through new concessions are to be deplored because they invariably result in the general adoption of bad practices that become a permanent burden to the business. Shippers who have been eager for grain to handle during dull periods have sought to increase their receipts by advertising special prices for a special day with the view to drawing new customers to their houses. With such an attempt to increase the elevator's business, it is easy to determine the benefits derived and the cost incurred, while the old-time methods of giving something for nothing every business day of the year, eventually results in the business being incumbered with a lot of bad practices that make it impossible to determine the cost of operation.

The Country Elevator Operators' Handicaps.

The interesting report of the Secretary of the Farmers Elevator Association of Nebraska, which is quoted in our report of the Ass'n's recent meeting, reflects a condition which is but a duplication of the depressing conditions existing in most of the grain surplus states.

The farmers' companies seem to have all of the bad practices common to other elevator operators and some that are found only in co-operative elevators. Sec'y Shorthill deplors the fact that at five stations the Nebraska farmers are operating two separate elevator companies and fighting one another most bitterly. It seems difficult for the Nebraska elevator operators to realize that the fixed costs of doing business today are so much greater than they were thirteen years ago, so they continue to attempt to do business on old-time margins, which, even in pre-war years were not large enough to meet all the overhead expenses of handling the grain from the farmer's wagon to the scale hopper at destination.

It is not possible to attain success in the grain business today on pre-war margins or by pre-war methods. Trying to gain an advantage over competitors by giving free storage, advancing money or giving the rise of the market, over-bidding or over-grading, have always been recognized as sure bars to success, yet the elevator operators in their eagerness for a large volume of grain have ignored the sad experiences of their brethren, who have given up the business and still persist in seeking success by the route which is known to be impossible.

Trouble at many Nebraska stations has been minimized by the consolidation of competing elevators and the Sec'y wisely commands this method of obtaining relief from cut-throat competition.

The report merits the careful perusal of any elevators and the Sec'y wisely commends this is the matter with grain business of his district for the troubles contained therein are common everywhere and will continue so until the elevator operators make a determined resolve to bring about the general adoption of sane methods and the abandonment of bad practices known to be permanent bars to success in the grain business.

Cut Throat Competition and Its Causes.

Theoretically, every country elevator operator engages in the grain business primarily for the purpose of making a living. He plans on selling his services as a grain merchant, a specialist in grain marketing, to the farmers of his community for a living wage. But like many misguided merchants, his eagerness to do a large volume of business leads him into bad practices which result in his realizing a loss where he really intended to secure a gain. Jealous of the success which he suspects his competitors are enjoying, he does not hesitate to grant concessions to customers and prospective customers that eat up his capital and press his competitors into indulging in similar bad practices.

It is generally recognized by all old time dealers that granting free storage, giving the rise of the market, advancing money, over-grading and buying by kind, are expensive practices that should have been abandoned ages ago, and put into the discard with bag lending and overbidding. All these vicious practices can be eliminated from the business life of the country grain merchant to the great advantage of the grain dealers and without loss to the grain producers.

Every time a local dealer indulges in any of these bad practices he simply stimulates his competitors to indulge in worse practices with the natural result that all suffer and none profit by their cut-throat methods.

We have sat in conference with dealers who were spurred on by hate, vengeance, and jealousy, to indulge in expensive overbidding contests until they admitted they felt like the Kilkenny Cats.

There were once two cats of Kilkenny,
Each thought there was one cat too many,
So they scratched and they bit,
They fought and they spit,
'Till, excepting their nails
And the tips of their tails,
Instead of two cats there weren't any.

These overbidding contests which generally are brought about by ridiculous indulgence in unbusinesslike practices, convince the farmers that the hidden profits of the grain business must be enormous else the dealers at their local station could not afford to pay prices ruling in the central markets for their grain.

If the operators of country elevators would apply themselves diligently to the establishment of good business methods, segregate all accounts relating to their grain business from their other lines and then have their books audited frequently, they would soon recognize the futility of attempting to realize a living from the grain business and either sell out, consolidate with their competitors, or turn their plants over to the sheriff. Either action would bring permanent relief and possible profit to all fighters.

One of the sad features of these long drawn out overbidding contests is that neighboring dealers who are in nowise a party to the fight must trail along after the contestants or else be suspected of being unwilling to pay anywhere near the market for the grain of their community. Always these innocent bystanders lose considerable business to the fighters as well as money on the grain they do buy.

Practical association workers have long since

recognized that through the medium of local group gatherings of elevator operators who come into competition one with another, friendly relations can be established which will be followed by a discontinuance of many of the bad practices and help to establish business conditions which will result in relief from most of these small unbusinesslike practices which generally lead to overbidding and a profitless business.

In well conducted group meetings alone can the trade find permanent relief from the vicious practices which invariably lead to disaster. Hence it is all important that dealers not only attend all these local meetings, but that they make every endeavor to insure the attendance of all their competitors.

The dealer who finds it impossible to make a living out of his elevator would be far better off to dispose of it quickly and invest his funds where they will insure him a return on the capital. Persisting in a line of business which always brings a loss, brings no credit to any merchant.

Elevator Company Liable for Future Trades by Manager.

E. Lowitz & Co., members of the Chicago Board of Trade, won a judgment in their favor by the jury in the suit brot by the Kempton Farmers Elevator Co. to recover losses of \$16,000 on trades for future delivery made by the manager, A. H. Hartquest.

The suit had been tried twice before, and was simplified by omitting an item of \$1,500. Plaintiff moved that the case be taken from the jury, but the judge, Hooper, of Watseka, denied the request. The jury was out 24 hours and the verdict was returned in to Judge DeSelm in the Circuit Court at Kankakee, Ill., with a finding of "no cause of action."

Counsel for plaintiff will move for a new trial and if refused will appeal.

During the 24 hours that the jury was out 34 ballots were taken. One juror refrained from voting on the first ballot, another juror voting both ways, after ballots stood nine to three and finally 11 to one for the plaintiff, the one lone juror holding out most of Saturday. The prospect of spending Sunday away from home with 11 jurymen nagging him brought the lone juror to siding with the majority.

The company shipped 300,000 bus. of cash grain to the defendant and Hartquest dealt in 6,000,000 bus. of futures, in 1917 and 1918. Hartquest said he did not intend to deliver any grain on the futures.

The jurors generally held that while the transactions were of gambling nature, yet if they had accrued to the benefit of the plaintiff there would have been no complaint. As the elevator company lost through them it ought to take its medicine, the jurors reasoned.

The Thinker

In the life of business, as in the sciences and arts, The Thinker leaves his mark even more definitely than The Doer.

Mere Action may mean little. Action plus thought means much—it equals direction. And direction, more than ever before is needed in the business world to day. Direction in buying and selling—action plus thought.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

W. M. car No. 25716 passed thru Laurens, Ia., Oct. 30, on the C. & N. W. leaking corn at the door. The train was east-bound and passed here about 10:30 in the morning.

C. & N. W. car No. 79054 passed thru Mo-weaqua, Ill., sound-bound on Oct. 20th leaking yellow corn at end and side of car. Repaired leaks as best I could.—C. A. Stout, mgr., Mo-weaqua Farmers Co-op. Grain Co.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Weevil Exterminator?

Grain Dealers Journal: We would like to have some information on mixing cyanogas in bins of wheat for weevil. Weevil are one of our pests.—Geo. O'Dwyer, Inc., St. Maries, Idaho.

Ans.: A full description of this article, more accurately known as calcium cyanide, and its use in grain bins, was published in the *Grain Dealers Journal* July 26, on page 118.

Railroad Liability for Wreck at Elevator?

Grain Dealers Journal: On Sept. 29th past the Missouri Pacific had a wreck right at our elevator, piling up 19 cars, eight cars of oil, one of molasses, one of sugar, one of coffee, one of lumber, one of asphalt and four cars of coal.

They filled our basement 9½ ft. deep with oil and molasses and completely wrecked our coal sheds.

They now tell us that they do not owe us any damages for this, as our lease reads that they are not liable for anything that happens.

A part of the elevator stands on right of way ground and a part on our own ground.

We have given them plenty of time to clean this up but they refuse to do anything. They pumped the oil out of our basement and let it run all over our own land, and are not doing a thing to clean it up. It was a big loss to us and the odor left is something awful.

Is not the company liable for damages, and could it be made to pay us, even though our lease reads that the company is not liable? We think the company has no right to spill oil all over us and go away and leave it.—B. V. Kirby Grain Co., Stilwell, Kan.

Ans.: These leases are drawn up by clever attorneys to protect the railroad company.

Not knowing exactly the wording of the clauses in this particular lease it is impossible to state whether there remains any liability on the railroad company.

There are leases that go so far as to provide that the lessee shall be liable for damages to the property of third persons off the right of way when fire starts on the right of way thru the negligence of the railroad employees and is communicated thru the leased property to the property of third persons not a party to the lease.

Some leases provide against liability for "fire or otherwise" and the "otherwise" would cover a wreck.

The theory of the lease is that the elevator exists on the right of way only by sufferance and that its owner has no rights. The leases have been upheld by the courts, the decisions having been more with regard to their application than their legality.

In one case at Delphi, Ind., where an elevator was wrecked by the railroad company the owner never got a cent damages. This was on Oct. 7, 1911.

A train of 50 cars going 40 miles an hour telescoped on the elevator, 18 cars going into the building, wrecking it and contents. A switch rail had broken on the Wabash Railroad.

Three photographs of the elevator wreck at Delphi were reproduced in the *Journal* of Oct. 25, 1911, on page 624.

At Scotland, S. D., on Sept. 21, 1914, a spark from a passing C. & M. & St. P. engine was blown upon the roof of the power house of the elevator of C. J. Dickson standing on the right of way leased to Mr. Dickson, and the fire thus started burned the plant to the ground, together with property of third parties. The third parties were reimbursed \$865 for their loss by the railroad company, but Mr. Dickson received nothing; and four years after the fire the railroad company made claim in the circuit court against him for the \$865, under clauses 6 and 8 of his lease making him liable for dam-

age. Mr. Dickson took the case in co-operation with the insurance companies into court to recover for the burning of his elevator, but the court held clauses 6 and 8 valid, and Mr. Dickson lost in the trial court. This case is fully explained in letters from Mr. Dickson published in the *Journal* on pages 642 and 643 of Oct. 25, 1918, and page 723 of Nov. 25, 1918.

Of course, the use of the ground, worth a few dollars a year, is not a sufficient offset to thousands of dollars damages. However unreasonable, unfair and inequitable the arrangement, it stands; and the signer is bound thereby.

About the only practicable protection for a dealer on right of way would be a policy of insurance against just such a contingency. The risk is less than the tornado risk and the cost would be only a few dollars a year, and it would be a valuable asset for the insurer against fire, such as the grain dealers mutuals, or the creditors of the grain dealer.

Penalty for Misdescription of Grade?

Grain Dealers Journal: We note an article on page 555 of the *Journal* Nov. 10 referring to plugging and false invoicing of cars. What is the penalty? This refers to interstate shipments.—Stiefel & Levy, Fort Wayne, Ind.

Ans.: The penalty for violating the U. S. Grain Grades Act by misdescription of grade of grain by false invoicing is none. The secretary of agriculture can only "publish his findings."

However, under the Pure Food & Drugs Act, the Federal government has another chance, if the merchandise goes into interstate movement, and for human or animal food. The *Journal* publishes such cases regularly under the heading of "Adulteration and Misbranding," as on page 574 of Nov. 10 number.

Plugging a car is adulteration, but if the load was grass seed not to be eaten it would not come under the federal law; as it would if a carload of pea beans.

If the seller used the mails to handle the negotiations the government would have him for "using the mails to defraud," if he misrepresented the shipment in his letters. This law against using the mails to defraud catches more crooks than one would imagine. A lot of smart Alecks have used this means to get themselves behind the bars.

Requirements of Illinois Law on Storage in Country Elevators?

Grain Dealers Journal: I contemplate storing grain for farmers and would like to know what are the requirements under the Illinois law.—H. H. Potter, Galesburg, Ill.

Ans.: Many years ago a law was enacted to give the Illinois State Railroad & Warehouse Commission power to regulate country elevators. Regulations were formulated; but as the law contained no penalty for violation it was not effective, and has become a dead letter.

On June 28, 1921, the governor approved a new law to regulate the business of storing personal property; and its language makes it inclusive of country grain elevators storing grain; but the present Illinois Commerce Commission has not seen fit to apply the law to other than furniture houses and merchandise houses.

D. L. McKenney, of the Commission's warehouse section, writes that "The Illinois Commerce Commission has never assumed jurisdiction over country grain elevators, and they never have been licensed under this law."

The law provides as follows: "Every person, firm or corporation desiring to engage in or continue in the business of storing personal property for hire shall make application for a license upon blanks prepared and furnished by such Commission."

"The Commission shall adopt reasonable rules classifying persons, firms or corporations licensed under the provisions of this Act, according to the number of warehouses or places to be used for the storage of personal property."

"The Commission shall have authority to make all necessary rules and regulations to carry this Act into effect. Nothing in this Act shall be construed as in any way reducing the powers now conferred by law upon such Commission with respect to warehouses covered by this Act."

"Any person, firm or corporation violating any provision of this Act shall be guilty of a misdemeanor, and shall, upon conviction, be punished by a fine not exceeding one thousand dollars (\$1,000) or by imprisonment not exceeding six months, or by both such fine and imprisonment."

The value of corn of the new crop totally destroyed by floods, frost, and rain in Illinois is around \$8,000,000, it is claimed.

International Grain and Hay Show.

Intense interest is being exhibited in the 8th International Grain and Hay Show to be held Nov. 27 to Dec. 4 in connection with the International Live Stock Exposition, the annual feature at the Union Stock Yards, Chicago. Early entries are rapidly coming in and indicate a large exhibition of superior samples of grains, hay and seed. As always corn will occupy an important position.

Recognizing the educational value of the exposition to stockmen and farmers many railroads are granting open round-trip rates of a fare and one-third and a fare and one-half during the show.

Farm Agitators Meet at St. Louis.

Politicians desiring office and agitators hoping to lure a few membership dollars from the farmer by playing upon his alleged misfortunes held a two days' gabfest at St. Louis, Mo., Nov. 16 and 17.

Those present declared themselves to be "spokesmen for the large ass'ns of cotton and rice growers, and corn and wheat growers." The ballots of the farmers so allegedly nominating them have never been counted.

S. Wildman Brookhart was there. Thaddeus Caraway of Arkansas, U. S. Senator, lent his supreme intelligence to the gathering.

The cotton bankers represented favored reduction of acreage as the best means of relief from low prices. This plan is worthless according to Dr. T. Butler. He points out that if the acreage planted in 1926 had given the same yield per acre as the crop of 1914 the production would have been 20,614,000 bales instead of 18,000,000, but that if the acre yield had been what it was in 1921 the crop would have been 12,295,000 bales, or several million less than the world market demands.

Surplus disposal is the other scheme advocated by the Lowden school of thought. This calls for a federal farm board to study continuously agricultural conditions and to ascertain whether there is a surplus in any major crop and whether that surplus exercises a depressing effect upon prices. The board would next inquire if the growers of the crop of which there is a surplus are organized in co-operatives sufficiently strong to handle the surplus. Such co-operatives would then be authorized to withdraw from the market a portion of the crop sufficient to stabilize the price. The cost of doing this would be met by a fee levied on every portion of the crop entering the market. Neither price fixing nor government subsidy is involved in the plan. The essential feature is government assistance in collecting the fee for handling the surplus from all producers.

To learn how the more intelligent farmers view this equalization fee tax read the exposition of the fallacy by John W. Shorthill, published elsewhere in this number of the *Journal*, under the caption "Problems of Marketing."

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Dec. 1-3. The Farmers Elevator Ass'n of South Dakota, Watertown, So. Dak.

Dec. 6-7. Wholesale Grass Seed Dealers winter-meeting at Chicago, Ill.

Jan. 25-27. Farmers Grain Dealers Ass'n of Iowa at Fort Dodge.

Feb. 15-17. Farmers Elevtr. Ass'n of Minnesota at West Hotel, Minneapolis.

Feb. 22-23. Eastern Federation of Feed Merchants mid-winter convention at Birmingham, N. Y.

Feb.—Farmers Grain Dealers Ass'n of Illinois at Jacksonville.

Mar. 1-3. Farmers Grain Dealers Ass'n, North Dakota, at Minot.

Going Around the Organized Markets

An Address by Sec'y Jno. W. Shorthill Before Farmers' Elevator Ass'n of Nebraska

"Direct Marketing."—In recent years there has been much discussion of what is called "direct marketing." This has been much discussed especially in connection with the marketing of grain and live stock. It has also been claimed that it is the logical way to market such essentials as coal. Its advocates have claimed that it is more economical to market these commodities without passing them through an established market or through the hands of middlemen or jobbers. And so there are those who are vigorous advocates of direct marketing without restrictions.

In marketing there are just two problems. They are the reverse of each other. They are created by conditions. The first one is to sell at a high price when there is a surplus; the second is to buy at a low price when there is a shortage. The big job is to find the party who will buy when there is plenty for sale, and the party who will sell when there is a scarcity. It is an expensive job to find them without some organized means of doing it.

Marketing by Competitive Bidding.—When farmers want to sell out and move or quit farming they do not drive the country to search for buyers for what they have to sell. They advertise public sales and invite the buyers to come in and bid against each other for their live stock and implements and in this way fair prices are determined based on the demand for those things in the community.

For the same reason organized grain markets are established. Their one principal purpose is to bring buyers and sellers face to face where bidding will be in the open just as it is at the public sale. These markets are not alone places where purchases and sales are made. They are more than that. They are places where prices are determined. And in order to determine what fair prices are there must be a sufficient volume of business. Prices at many a public sale have not been fair because the sale was entirely too small, and there have been many days on every exchange when it has been said that there was not enough grain on the tables to make a market.

The same is true of live stock markets. They were established for the same purposes for which grain markets were established. They must have a volume of business sufficiently large to attract buyers enough to make a market for here also it is the sales made in the open bidding that determines the prices. But if there are no sales in the open, or if there are only a very few, then no one knows whether the sales were made at proper prices or not. Many days during the past year the announcer by radio at one of our live stock markets had to say that he did not know what the hog market was. There were no sales in the open. All the hogs were shipped direct.

Any demand outside an established market is a temporary demand. When that demand ceases then the established market must be depended upon. It is urged that commodities always move outside of established markets at prices higher than those paid on the established markets, and so it is argued that the prices on the markets are held down. But such is not the case. The truth is that the prices that are determined on established markets are the prices on which all other prices are based and in order to move a commodity out of its natural channel the price must of necessity be raised. In other words the established market forces those outside to pay more than they otherwise would be compelled to pay. As an illustration of this we find that if prices on the established market drop the outside prices follow, but the outside prices may drop, and many times they do, without affecting prices on the established market in the least.

The Jobbers.—The situation is somewhat different in regard to the ordinary middlemen—the jobbers. Yet in many features it is quite similar. Take the coal jobber for instance. He performs a real service in distribution both to the mine operator and the consumer of coal. Very few mine operators job their own coal and very few consumers buy direct from the mine operator. The jobber can sell more surplus coal than the mine operator can himself, and the consumer can get from the jobber the kind of coal he wants when he could not get it from the mine operator. Suppose you were buying your coal from a mine operator and suppose he ran out of the kind of coal you wanted. What would he do? Would he get it for you from someone else. Of course not, for he would not want to take a chance on starting you to buying someone else's coal. But the jobber would get what you want or something about the same that would serve your purpose. In other words when direct marketing fails in marketing coal then both mine operators and coal consumers fall back on the jobbers, and like established markets we must have them as the means of disposing of our surpluses or filling our unusually urgent needs.

Direct marketing has its place but it does

not need urging at present. The subject of established ways of marketing has been dealt with at length only because it is felt that the attention of the farmer should at this time be called to those established ways. The entire matter is a question which he must study carefully for himself, for if he markets enough of his product outside the established channels so that his established markets are destroyed, or even weakened, then the price of his entire product will to that extent be lowered.

Equalization Fee Scheme.—Much time and effort has been spent recently in a sincere search for some method that would secure for the farmer an American price for his product. The method most talked of is the one known as the equalization fee tax. It was embodied in the proposed legislation known as the McNary-Haugen Bill. In brief the plan proposes to hold up the American price by getting the surplus out of the country, as it is the surplus that always depresses the price, the gain for the producer being secured by selling the product consumed at home at the American price.

For illustration, suppose wheat is to be handled in this way. Suppose that our crop is 800,000,000 bus. and that we have a surplus of 200,000,000 bus. for export and that the export price is twenty cents less than the American price is, or rather twenty cents less than the American price ought to be, but unless the surplus can be gotten out of the way the entire crop will sell for twenty cents less. So it is proposed to sell the surplus for twenty cents less and get rid of it. The loss of twenty cents will be equalized (hence the name equalization fee) by a tax on the entire crop and since the surplus is but one-fourth of the crop the tax on the entire crop would be but five cents to make up the loss of twenty cents on the surplus and gain twenty cents less five cents on the amount consumed in America—a net gain of fifteen cents on our home consumption.

But the working of this plan analyzed shows the following result: The average American crop for the past four years has been 830,000,000 bus. of which 225,000,000 bus. have been exported and 605,000,000 bus. have been consumed at home. Of the home consumption the farmers themselves use 85,000,000 bus. for seed and five bushels per capita of the 32,000,000 farm population, or 160,000,000 bus. for bread or a total farm consumption of 245,000,000 bus. Those of our own people who are not farmers consume 360,000,000 bus. Computing on this basis the result is as follows:

TABLE NO. 1.

Income from 830 million bushels	
225 million bus. exported, \$1.00.....	\$225,000,000
605 million consumed at home, \$1.20.....	726,000,000
Total income from the crop.....\$951,000,000	
Income if surplus were allowed to fix price at \$1.00.....830,000,000	
Gross gain on the crop.....\$121,000,000	
Cost to American Farmers	
830 millions at 5 cents	
equalization fee tax.....	\$41,500,000
225 million at 20 cents profit	
contributed by farmers	
themselves.....	49,000,000
225 millions at 20 cents for	
increased operating ex-	
penses for farmers.....	49,000,000
Total loss to farmers.....	\$18,500,000

OR TABLE NO. 2.

Total cost to farmers	
830 million at 5 cents equalization fee	
tax.....	\$41,500,000
225 million at 20 cents increased op-	
erating expenses.....	49,000,000
Total cost of the plan to the farmers.....	\$90,500,000
Profit to the American Farmers	
360 million at 20 cents profit on non-	
farm consumption.....	\$76,000,000
Total loss to American farmers.....	\$18,500,000

OR TABLE NO. 3.

Equalization Fee Tax Cost	
830 million at 5 cents equalization fee	
tax.....	\$41,500,000
Profit to American Farmers	
360 million non-farm home consumption.	
245 million farm home consumption	
115 million net yielding profit of 20	
cents per bushel.....	23,000,000
Total loss to American farmers.....	\$18,500,000
Should the American crop happen to be 1,000 million bus instead of 830 million bus. the surplus for export would be 395 million bus. on which the loss would be 20 cents per bushel. This would increase the equalization fee tax to 8 cents on 1,000 million bus. instead of 5 cents on 830 million bus. The loss of the American farmers would be increased accordingly.	

Should the world crop happen to be large and the world price 40 cents below the American price, the loss to the American farmers in an effort to hold the price up 40 cents would be exactly twice what it would be to hold it up 20 cents.

In other words, the worse the American farmers might need and deserve a higher price for their wheat, the worse the operation of the McNary-Haugen plan would be for them.

It behooves the farmers to do a little studying on this equalization fee tax plan since it is proposed to apply it to wheat. And if it were applied to corn the results would be far worse for eighty per cent of the corn grown never leaves the county where it grows. Take the figures as you will find them in the Agriculture Year Books of the Department of Agriculture and figure the thing out for yourself and then make up your decision.

The Argentine export-duty schedule for the month of November was changed to: Linseed, from 0.35 to 0.01 peso per metric ton; wheat, from 1.30 to 1.01 pesos per metric ton; barley, from 0.36 peso per metric ton, established in July, to 0.02 peso per metric ton.

Russia: Estimates of the grain shipments from Russia passing Constantinople for the week ended October 8, derived from the most authoritative reports available in Constantinople were as follows: Wheat, 376,000 bus.; barley, 1,676,000 bus.; rye, 74,000 bus.; oats, 70,000 bus.

E. P. Peck Is Pres. Omaha Exchange.

At the first meeting of the new board of directors of the Omaha Grain Exchange on Nov. 16, Edward P. Peck, pioneer grain man of the Omaha territory, was elected pres. for the ensuing year.

Fifty years ago next June Mr. Peck first became connected with the grain business of Omaha, when he joined the staff of C. W. Lyman & Co. One year later this concern became Hinebaugh, Merriam & Co., and Mr. Peck became connected with the successors. Two years later the Peavy interests of Minneapolis took over the company under the name of Omaha Elevator Co., with which Mr. Peck remained and was promoted thru successive positions to the office of vice-pres. and general manager, a position he still holds.

Mr. Peck has been active in the development of the Omaha Grain Exchange and has borne a full share of responsibilities in the national affairs of the grain trade, being active for some years in the council of Grain Exchanges. For a number of years he was pres. of the Terminal Elevator Grain Merchants Ass'n. He previously served the Omaha Grain Exchange as president in 1912.



E. P. Peck, Pres. Elect Omaha Grain Exchange.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Great Trust Formed by Flour Mills of Japan.

Grain Dealers Journal: A most important matter occurred recently, the amalgamation of our company, Nippon Flour Mills Co., and the Nisshin Flour Mills Co., the total capacity being almost 30,000 bbls. (Nippon, 17,600 bbls.; Nisshin, 13,000 bbls.).

This flour milling trust in Japan is the great trust among our industry, having the capacity of 90% of all Japanese milling capacity. The new company has the great power to control the flour markets and the domestic wheat markets. In fact, as soon as the amalgamation was announced, the price of flour jumped up about 10 sen per one sack of 49 lbs. Hereafter the new company will not suffer any loss, making prices it wants, and other little mills will follow it. On the other hand, we will have no expense for competition, and accordingly much money will be saved. Rail freights nor any freights and any rebates are omitted from the new contracts of flour selling, from Oct. 3. The company is now quoting f. o. b. mill. The reduction of cost of production would effect lower prices in the long run.—K. Sumi, Nippon Flour Mill Co., Ltd., Eirakucho, Kojimachi-Ku, Tokyo, Japan.

Iowa Supreme Court Denies Right of Railroad to Fix Rental of Elevator Sites.

Grain Dealers Journal: The case that has been decided is that of the Illinois Central Railroad Co. vs. George Ferguson, James, Ia. The case as admitted to the Supreme Court is as follows:

It appears that appellee had leased from the Illinois Central Railway a coal site 14x72 feet. James is a very small town north of Sioux City and has six families, which compose the population.

It seems that Mr. Ferguson and the Illinois Central were unable to agree on the rental for this coal site. An application for a hearing was made by Mr. Ferguson to the Board of Railroad Commissioners.

At the hearing the Board of Railroad Commissioners ordered that the coal yard site should be rented at an amount fixed by them which was apparently reasonable.

The Illinois Central Railroad Co. appealed from this ruling of the Board of Railroad Commissioners to the District Court, where the ruling of the Board of Commissioners was approved.

This ruling was also appealed and the case was passed to the Supreme Court of Iowa for a hearing.

The Supreme Court ruled that as the coal sheds were private property, not taken for public use that it was not within the rights of the Railroad Commissioners to make a ruling as to the amount of rental on this piece of property.

This ruling would, also undoubtedly apply to lumber yards and to any other private enterprise of this nature. Therefore, in the ruling on this case the Supreme Court seemed to take this opportunity to make a ruling which would be applicable to all cases of rental of railroad property.

From this ruling it is found that grain elevators would not come under this decision as they are recorded as public enterprise as storage, etc., is commonly practiced in this business.

It would also seem that where lease improved elevator sites, lumber yards and coal sheds in conjunction that this really would not hold. This decision, therefore, is a favorable decision to elevator owners and owners of combined plants, that the Railroad Commissioners would have jurisdiction over these cases and that their rules as to an equitable amount of rental would be final. It has been generally found that these decisions by the Board of Railroad Commissioners have been fair so that we may be well pleased that this decision has been rendered at this time.

This will also aid in the Ass'n work to reduce rentals on elevator sites and we can reasonably expect that we will be enabled to do better work than in the past in the reduction of these rentals on account of this decision.—D. O. Milligan, Sec'y Western Grain Dealers Ass'n, Des Moines; Ia.

Would Cancel Tax on Grain Futures.

President Coolidge's announcement of a generous reduction in the tax on incomes for 1926, payable in 1927, has led to the suggestion that it would be more equitable to reduce first the burdensome tax on grain transactions.

The stamp tax on grain transactions was a war measure enacted in 1914. In 1924 the rate was reduced from 2 cents to 1 cent per \$100 of valuation.

When wheat was selling at \$2 per bushel the tax amounted to \$1 on every 5,000-bu. trade. At that time wheat was fluctuating 10 cents a day, or \$500 and the tax was no considerable portion of the profits. With wheat selling at \$1.30 per bushel and the market covering a daily range of only 1½ cents, as at present, the tax amounts to 65 cents on a 5,000-bu. trade on a fluctuation of \$75. In other words the original tax on the wartime fluctuation was one-fifth of one per cent, and it is now four-fifths of one per cent on the peace time fluctuation. That is, the tax at present is four times as burdensome.

It is estimated by Board of Trade officials that when values were high patrons of the Chicago Board of Trade futures market paid \$2,000,000 to \$3,000,000 a year, and that at present they are paying about \$1,500,000 a year.

The removal of the tax is urged by C. D. Berry, a member of the Chicago Board of Trade, in a letter to the President, which was sent with the knowledge and approval of the directors of the Board. Mr. Berry wrote as follows:

Calvin Coolidge, President,
The Executive Mansion,
Washington, D. C.

Mr. President:

Before rebating taxes on incomes, would it not be advisable to relieve the grain trade and the American farmer of the war stamp taxes?

The Canadian farmer, with whom he must compete, has already been relieved of these taxes.

Respectfully yours,

C. D. BERRY, Grain Broker.

Corn yields 120 bus. an acre on the Snowy River flats around the town of Orbest in Northeastern Victoria, Australia. The average yield in the valley is 90 bus. per acre. Other districts in Australia are naturally adapted to growing maize and form a potential source of future supply.

Tax Board O. K. on Trade Associations

The legitimacy of the trade association as one of the instruments by which business achieves its ends is further supported by a decision of the Board of Tax Appeals to which attention is called by the Chamber of Commerce of the United States.

By the decision in question the Board held that a contribution to a trade association as a pro rata share of fees of attorneys employed to test the constitutionality of the prohibition amendment was a legitimate business expense and could be deducted as such in the income tax return.

New Elevator at Indianapolis, Ind.

Indianapolis, Ind., one of the greatest railroad centers in the United States, is in the path of much of the grain moving from west to east, and offered a favorable location for the well-known Early & Daniel Co., of Cincinnati, O., to extend its operations by erecting the large reinforced concrete elevator shown in the engraving on outside front cover page.

The building is 209 ft. long, 54 ft. wide and 124 ft. high, the tanks rising 112 ft. 6 ins. above the main floor. The work house part is 36x29 ft. 6 ins., and 184 ft. 4 ins. high. The track shed is 44 ft. long and covers two tracks.

THE WORKING HOUSE has a new departure in that the three elevator legs are built entirely of reinforced concrete instead of the usual steel casings. The heads and boots as well as the legging are of concrete. On each side of the house is a car puller, each serving two switchtracks, and the grain unloaded is elevated by the three legs, each having a capacity of 15,000 bus. an hour, into three 2,500-bu. garners over three 2,000-bu. hopper scales. The head house contains a 5,000-bu. grain cleaner and a 3,000-bu. clipper, all machines being driven by independent electric motors. Access to all floors is given by a circular stairway and a belt service elevator.

THE STORAGE comprises 76 bins, 58 being circular and 18 square. The large round bins are 23 ft. inside diameter, with walls 6 inches thick, and the small bins are 12 ft. inside diameter, the total capacity being 1,150,000 bus.

A direct heat drier is housed in one of the large tanks. It has a capacity of 2,000 bus. per hour.

The plant is equipped with a dust collecting system.

Unloading of cars is thru two sinks, and loading is thru two loading spouts.

Among the firms supplying equipment were Huntley Mfg. Co., the cleaner and clipper; and Fairbanks, Morse & Co., the 14 electric motors of 10 to 125 h.p. The largest motors are the two on the elevating legs. The cleaner takes a 75-h.p. motor; the car puller a 40-h.p.; top conveyor a 30-h.p.; the grain drier a 25-h.p.; bottom conveyor 20-h.p.; employes elevator, 20-h.p.; cleaner, 20-h.p.; power shovels, two of 10 h.p. each, and ventilator one of 10 h.p.

A 42-inch conveyor belt carries grain from the head house thru the concrete cupola over the bins, which are emptied by a similar belt below. The house was built by the R. C. Stone Engineering Co.

Members of the Michigan Bean Jobbers

Ass'n, comprising the eastern district of the state, held a meeting at Yale, Mich., on Oct. 26, to discuss the problems and hazards surrounding the bean market. Sec'y Guy Rowell, of this city, called the meeting of the 55 elevator men in the district after it was evident that they were confronted with serious problems in handling beans this fall, due to the wet weather that has hampered the farmers in getting crops harvested under proper conditions. Many plants have been forced to install drying apparatus to put the wet beans in condition to ship.

Grain Firms Indicted for Violation of Interstate Commerce Act.

The Federal Grand Jury at Waco, Texas, returned an indictment on Nov. 18 against the Clement Grain Co., and William W. Early, of the Early Grain & Seed Co., both of Waco, covering misbilling of carload shipments of grain, same being a violation of the Interstate Commerce Act.

These cases are set for trial in the United States District Court at Waco for Nov. 29th.

It is claimed that in rebilling corn from Illinois and Missouri both firms wrote across new B/L "Officially inspected at Waco; no reconsignment or demurrage charges," and because of this were relieved of paying the reconsigning charge of \$6.30 per car, altho grain had not been inspected at Waco.

Foreign Complaint Dismissed.

An order has been issued by the Federal Trade Commission dismissing the long pending complaint of the Italian government against the Barnes-Ames and Barnes-Irwin grain interests alleging shipment of a grain inferior to the grade called for by the Italian government's contract. Tho the grain was shipped from the United States on the liner Ansaldo VI in 1921, no formal complaint was lodged with the Commission until Aug. 24, 1924. Investigation was immediately instigated and the formal complaint issued on Sept. 12, 1924.

The Barnes-Ames Co., New York, and the Barnes-Irwin Co., Inc., Philadelphia, were alleged to have loaded grain at Philadelphia on May 17, 1921, to the value of \$307,106, and delivered a grade containing "large quantities of chaff, straw, weed seeds, soil and other similar foreign substances." Damages amounting to \$30,492, or about 10% of the total value of the grain, were demanded.

Many objections on the part of counsel for the Barnes interests finally broke out in the contention that the complaint should be dismissed on jurisdictional grounds, and the alleging that the firms were not guilty of fraud as claimed by both the Italian and American governments, but that federal grain inspectors of the U. S. department of agriculture were responsible for any and all irregularities.

An oral argument in 1925 and a hearing in October of this year finally resulted in dismissal of the case. Several other grain export fraud cases were pending, but no complaints have ever been issued.

The outcome of this prosecution of the Barnes Company is laughably typical of bureaucratic government. As H. L. Mencken says, "every bureaucrat sustains every fellow bureaucrat" no matter how much in the wrong.

After the initiation of this complaint against the Barnes Company became common knowledge it was pointed out that if any one were guilty it was the grain inspectors who passed the grain as of good quality. As soon as the

Federal Trade Commission learned that the inspectors were fellow bureaucrats, and federal licensed officials at that the commissioners found themselves in the unhappy position of prosecuting a fellow bureaucrat. That would never do. The Federal Trade Commission backed water so fast the Department of Agriculture was unable to obtain copies of its records in the case, so eager was the Commission to bury the dead.

Miami Valley Dealers Want New Corn Held Back.

The 28th Fall Meeting of the Miami Valley Grain Dealers Ass'n was held in Sidney Nov. 16th.

While the attendance was light, the interest and enthusiasm in the work of the organization was active.

After discussing at length the hazards of handling the 1926 corn crop it was agreed that it was imperative that farmers be induced to hold back new corn until the percentage of moisture contained had been materially reduced.

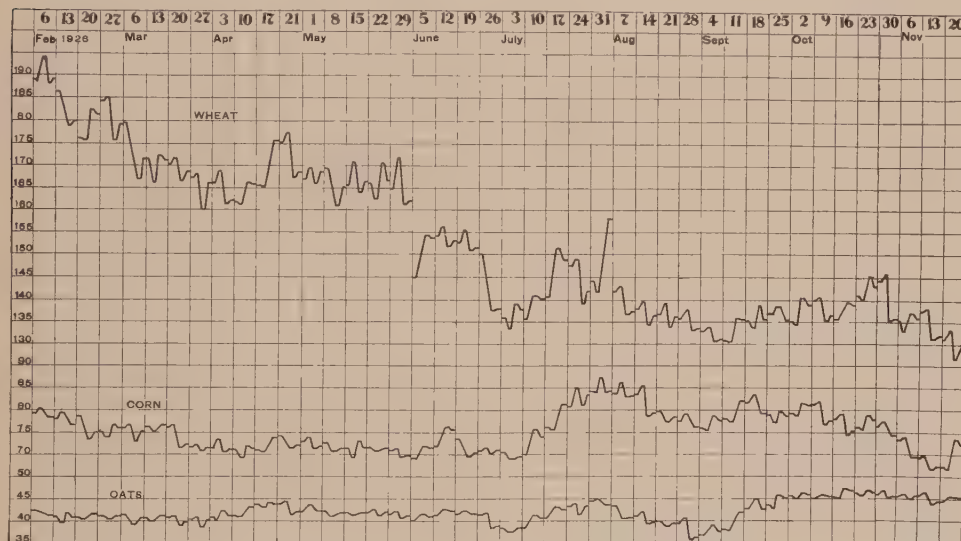
Slow book accounts were given much merited consideration and the dealers of the district were warned of the dangers of carrying large book accounts longer than 30 days. It was pointed out that extending credit without limit as to time or amount was far from a safe business policy. It was recommended that this dangerous practice be given more serious consideration at group meetings and the secretary will call special meetings for the discussion of this problem in any vicinity where the dealers may desire to obtain relief.

The election of officers resulted in the selection of: J. M. Adlard, Piqua, Pres.; C. W. Andrews, Maplewood, Vice-Pres.; C. J. Hemmert, Botkins, Treas.; E. T. Cusenborder, Sidney, Sec'y.

Cash Wheat, Corn and Oats Fluctuations from Feb. 1 to Nov. 20.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.

DATES GIVEN ON THE CHART ARE THE SATURDAYS CLOSING THE WEEKS INTO WHICH THE CHART IS DIVIDED.



Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at s have been as follows:

WHEAT												
	Nov. 10.	Nov. 11.	Nov. 12.	Nov. 13.	Nov. 15.	Nov. 16.	Nov. 17.	Nov. 18.	Nov. 19.	Nov. 20.	Nov. 22.	Nov. 24.
Chicago	145 1/2	*	142 3/4	140 1/2	141	139 1/2	138 3/4	139 1/2	137 1/2	137 1/2	138 3/4	137 1/2
Kansas City	137 1/2	*	134 1/2	134 1/2	134 1/2	132 3/4	132	132 1/2	131 1/2	132 1/2	133	132 1/2
St. Louis (red winter)	146 1/4	*	141 1/2	141	139	138 3/4	139 1/2	137 1/2	138 3/4	141	139	140 1/2
Minneapolis	148 3/4	*	145 3/4	144 3/4	145	143 1/2	142 1/2	143 1/2	141 1/2	141 1/2	142 3/4	142 1/2
Duluth (durum)	136 3/4	*	133 3/4	131 1/2	132 1/2	131	129 3/4	130 1/2	129 3/4	130 1/2	131 1/2	130
Winnipeg	143 3/4	143 1/2	140 1/2	139 1/2	139 1/2	136 3/4	136 1/2	137 3/4	134 3/4	135 1/2	136 1/2	134 3/4
Milwaukee	145 1/2	*	142 1/2	140 1/2	140 1/2	139 1/2	138 3/4	139 1/2	137 1/2	137 1/2	138 3/4	137 1/2
CORN												
Chicago	79	*	77 1/2	77 1/2	78 1/2	78 1/2	79 3/4	79 3/4	80 1/2	79 1/2	78 3/4	79
Kansas City	75 3/4	*	74 1/2	74 1/2	75 3/4	75 3/4	76 1/2	76 3/4	76 3/4	76 1/2	76	76 1/2
St. Louis	79 1/4	*	77 1/2	77 1/2	78 1/2	78 3/4	79 3/4	80 3/4	80 3/4	80 1/2	79 3/4	80
Milwaukee	79 1/4	*	77 1/2	77 1/2	78 3/4	78 1/2	79 1/2	79 3/4	80 1/2	79 3/4	78 3/4	79
Chicago	47 1/2	*	46 3/4	45 3/4	46 1/2	46 3/4	46 1/2	46 3/4	46 1/2	46 3/4	45 3/4	45 1/2
OATS												
†Kansas City	42 1/4	*	41 1/4	41 1/4	41	41 1/4	41	41 3/4	41 1/2	41 1/2	40 3/4	40 3/4
Minneapolis	44 1/4	*	44 1/4	43 3/4	44 1/4	43 3/4	43 3/4	44 1/4	44 1/4	44 1/4	43 3/4	43 3/4
Winnipeg	57 1/4	57 1/2	57 1/2	57 1/2	57 3/4	56 3/4	56 3/4	57 3/4	57	57 3/4	57 3/4	57 1/2
Milwaukee	47 3/4	*	46 1/2	45 3/4	46 1/2	45 3/4	46 1/2	46 3/4	46 1/2	46 3/4	45 3/4	45 3/4
RYE												
Chicago	98	*	103	101 1/2	100 3/4	98 3/4	96 3/4	98	97 1/2	98 1/2	98 3/4	97 3/4
Minneapolis	44 3/4	*	44 3/4	43 3/4	44 1/4	93	91 3/4	93 1/2	92 1/2	93 3/4	93 3/4	93
Duluth	101 3/4	*	99 1/4	97 3/4	97 1/2	95 1/4	93 3/4	95 3/4	94 3/4	95 3/4	96 1/2	95 1/4
Winnipeg	102 1/4	102 3/4	100 3/4	99	98 3/4	96 1/2	94 1/2	96	95 1/2	95 3/4	96 3/4	95 3/4
BARLEY												
Minneapolis	70	*	69 1/4	68 3/4	68 3/4	67 3/4	68 3/4	69 1/4	68 3/4	68 3/4	68 3/4	67 3/4
Winnipeg	67 3/4	67 3/4	67 3/4	66 3/4	66 3/4	65 3/4	66	67	65 3/4	66 3/4	66 3/4	65 3/4

†December delivery. *Closed, Armistice Day.

Iowa Dealers Want Grain Rates Broken at the River.

About thirty country elevator operators met at Burlington, Ia., Nov. 9th, and enjoyed a heart to heart discussion of their local problems. It finally resulted in the adoption of a resolution to the effect that the grain dealers of southeastern Iowa recommend that rates on the eastern bound freight be broken at Mississippi River points for the purpose of establishing new combination rates with the Mississippi barge lines for shipment to points in the south and southeastern states.

A motion was also adopted recommending that the Federal government be petitioned to build public warehouses on the Mississippi River at points which would facilitate a more orderly marketing of farmers grains.

A resolution expressing the grief of the many friends of Mr. Jos. Barton of Roscoe, Iowa, recently deceased and extending to his family the sympathy and condolence of the dealers was also adopted.

Following a banquet at Hotel Burlington tendered the visitors by the Trans-Mississippi Grain Co., the Beach-Wickham Grain Co. and the Schoff-Baxter Grain Co., Sec'y D. O. Milligan of the Western Grain Dealers Ass'n addressed the dealers on the pressing problems of the trade and asked what the dealers had to suggest in relief. All returned home convinced local meetings are essential to Ass'n success.

The Royal Baking Powder Co. has been granted a writ of certiorari by Chief Justice McCoy of the District of Columbia Supreme Court, calling upon the Federal Trade Commission to produce all documents and transcripts of evidence pertaining to the Commission's complaint against the company. This complaint was once dropped, and later reopened. The right of the Commission to reopen the complaint without giving defendant an opportunity to answer the charges of its competitors is questioned.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Winnipeg, Man.—Canada's winter wheat acreage, exclusive of British Columbia, this year is 808,000 acres for 1927 harvest, compared with 993,000 acres a year ago. The Oct. 31 condition was 99% of the 10-year average. Fall rye acreage for 4 provinces is 380,000, against 372,000 acres last year. The oat crop in the province of Saskatchewan for 1926 has been revised to 137,069,000 bus. compared with 109,655,000 bus. as given on Nov. 11. Oats for all Canada are revised to 392,191,000 bus. against 364,777,000 bus. on the same date. Last year's harvest was 513,384,000 bus.

ILLINOIS.

Springfield, Ill., Nov. 17.—Sunshine was deficient during the past week and rain fell during three days to totals of 1 to 3 inches. Roads are bad. Husking of corn was delayed by rain and soft fields. Winter wheat is doing nicely, especially the early sown.—C. J. Root, meteorologist.

INDIANA.

Reynolds, Ind., Nov. 16.—The oats crop was good this year and was threshed in fairly good time.—Clyde Wheeler, agt., Crabbs Reynolds Taylor Co.

Logansport, Ind., Nov. 16.—In a section of the good black-land farming country south of Logansport they had a large yield of oats. These were of fine quality and threshed dry. Possibly the farmers have a surplus.—L. G.

IOWA.

Virden, Ill., Nov. 22.—Corn is badly damaged by wet weather thruout this territory.—Jacob Nickel, Virden Grain Co.

Adair, Ia., Nov. 22.—Corn is very uneven here, both in yield and quality. Most of it will grade No. 4 and lower.—H. J. Kuhl, agt. Davenport Elevator Co.

Gifford, Ia., Nov. 17.—Corn in this vicinity is yielding better than expected and the quality is mostly good. Think it will average fully 40 bus. or more to the acre.—H. C. Moore.

Riverton, Ia., Nov. 13.—We will have a fair crop of corn in southwestern Iowa, about two-thirds of the 1925 crop. It is of good quality but preference is shown for old corn, it being considered better.—Stubbs Elevator.

Superior, Ia., Nov. 22.—The oats crop in this section is not as good as many anticipated. Rains during the late threshing made that portion of the crop decrease in quality. New corn is of good quality except that it contains a very high percentage of moisture. If it is properly dried it should grade well.—Superior Farmers Elevator Co.

Seymour, Ia., Nov. 15.—Corn husking has hardly begun on account of damp weather. Good corn this year is better than the best last year, but lots of it is down and that has become moldy and damaged. Wet weather prevented the sowing of any winter wheat in this section. Second crop clover was not worth cutting.—Milton Liggett.

KANSAS.

Rush Center, Kan., Nov. 14.—Crop conditions are good at present with plenty of moisture in the ground. Wheat is up and looking fine.—C. E. Pipe, mgr., Kansas Grain Elevator of Rush Center.

MICHIGAN.

Lansing, Mich., Nov. 13.—Michigan usually produces 75% of the white bean crop of the United States. A production in 1925 of more than 8,000,000 bus. resulted in a merchantable crop of only about 5,000,000 bus. It was impossible to secure a complete and satisfactory report on Nov. 1 of this year, as a considerable percentage of unharvested acreage in several counties was dependent on November weather to be saved. Probably 50% of the fields in the "Thumb" counties remained unharvested at the end of October. Considerable acreage is being abandoned. Some beans have been marketed in the Saginaw valley and counties west-

ward, but they contain from 5 to 7% excess moisture. Practically all of the crop will have to be artificially dried.—Verne H. Church, Agricultural Statistician.

MINNESOTA.

Ellsworth, Minn., Nov. 22.—All crops here are poor, producing only one-third of normal.—X.

Mapleton, Minn., Nov. 22.—Crops here are good this year. Corn is most all picked and turning out from 50 to 70 bus. per acre of good quality.—R. S. Matson.

MISSOURI.

Craig, Mo., Nov. 15.—Wet weather is interfering with husking and is damaging the corn. Wheat seeding has not yet been completed. The acreage will be greatly reduced from that of last year due to the rains.—T. V. Cummins, mgr., Craig Grain Co.

NEBRASKA.

Superior, Neb., Nov. 15.—The wheat acreage sowed is about normal, last year it was short. Damaging floods passed up this part of Nebraska.—F. L. Myers, Elliott & Myers.

Saronville, Neb., Nov. 20.—Have had 2 inches of rain and the prospects for winter wheat are fine. We must ship in corn this year, as we produced none of our own.—John G. Anderson.

Superior, Neb., Nov. 14.—Corn is either down on account of being covered with from one inch to a foot of water, or else it is abandoned because the storms have rotted it. Worst conditions I have ever seen.—X.

Bennett, Neb., Nov. 23.—Corn is not extra good, making from 5 to 40 bus. per acre. Wheat looks very good. We have had lots of rain and snow this fall, which is very good for next year's prospects.—F. M. Saum, F. M. Saum & Son.

OHIO.

Lytle, O., Nov. 19.—About 75% of our wheat has been sown and is looking fair. Corn was just a fair crop.—Everett Early, Waynesville, O.

Sabina, O., Nov. 9.—New corn contains as much as 28% moisture and the yield is 25% short of normal. Oats and barley produced a poor crop and will be practically all used for feeding.—H. E. Rapp, W. D. Rapp & Son.

OKLAHOMA.

Capron, Okla., Nov. 22.—Crops are in fine condition for this time of the year, particularly wheat.—B. E. Heaton Elevator.

Mounds, Okla., Nov. 15.—We have had an extra good corn crop here, the best in 10 years. It is getting in good shape and will grade No. 3 and some of it No. 2. A big acreage of oats yielded above average. The wheat acreage was small it yielded well making 27 to 30 bus. per acre. A larger acreage was sown this fall and it is looking fine.—R. B. Cowan, mgr., Mounds Mill & Elevator.

SOUTH DAKOTA.

Ft. Pierre, S. D., Nov. 20.—The grain crop in this country was very light in spite of which we are enjoying a good business.—C. H. McMullen, mgr., Ft. Pierre Produce House.

Nunda, S. D., Nov. 16.—We had a very poor yield of oats this year, the average being 10 bus. to the acre. A sufficient quantity was raised for our own requirements but we have no surplus. This country prefers "60 day" for their early crop and Russian Green for the late. About 60% of this year's crop was smutty. Approximately 80% of the farmers use formaldehyde to combat the parasite.—L. G.

WISCONSIN.

Madison, Wis., Nov. 13.—The corn situation in Wisconsin is spotted. Some northern dairy counties failed to get enough to completely fill their silos, some in southern Wisconsin have entire fields. In general one-third of the crop left for husking or shredding is of merchantable quality. Yield averaged 34.5 bus. per acre compared to 46.5 last year. Clover seed hulling has been delayed and made difficult by wet weather and the quality of the seed was impaired by September conditions.—Wisconsin Department of Agriculture.

TEXAS.

Houston, Tex.—Owing to exceptional good weather practically the entire crop of rice in Louisiana and Texas was safely in warehouses by the middle of November. The grade is the best we have had for several years and tho the crop is somewhat larger than last year the quality is so good that a much larger distribution is expected.—R. H. Bradbury, sec'y, Houston Merchants Exchange.

WASHINGTON, D. C.

Washington, D. C., Nov. 22.—A United States production of 18,399,000 bales of cotton (500-lbs. gross weight) is indicated by reports up to Nov. 14.—Crop Reporting Board, U. S. Department of Agriculture.

Washington, D. C., Nov. 10.—The average yield of timothy seed for the United States during 1926 was 4.54 bus. per acre. Alfalfa seed yields averaged 3.60 bus. per acre. Alfalfa seed averaged 4.4 bus. in 1925.—W. F. Callander, United States Department of Agriculture.

Washington, D. C., Nov. 10.—Preliminary estimates of the Crop Reporting Board of the United States Department of Agriculture show the grain sorghums acreage for 1926 to be 4,395,000 acres, producing 98,721,000 bus.; clover seed, 590,000 acres, producing 864,000 bus.; dry edible beans, 1,754,000 acres, producing 16,970,000 bus.; flaxseed, 2,842,000 acres, producing 18,779,000 bus. The average quality of flaxseed, 85.6% compared with 90.6% for the 10-year average.—W. F. Callander, United States Department of Agriculture.

Washington, D. C., Nov. 10.—The November estimate of grain sorghums production is 98,721,000 bus. compared with 71,050,000 bus. last year and a 1921-1925 average of 92,368,000 bus. The average yield per acre is estimated at 22.5 bus. this year compared with 17.2 bus. last year and a five-year average of 19.7 bus. This year's crop is the largest one Texas and Oklahoma have produced since 1921, and the smallest Kansas crop since 1919. The Colorado crop is the smallest in 12 years' record. In California, New Mexico and Arizona production this year compares favorably with recent years.—W. F. Callander, U. S. Department of Agriculture.

Washington, D. C.—The commercial lespedeza seed supply is indicated as nearly double that of the small 1925 crop. The acreage was larger than last year and the yield much heavier. Favorable weather conditions prevailed in the majority of producing districts. In northern Alabama, where the 1925 crop was extremely light, increases in acreage of 90% and in yield of 85% were expected. A much greater production was expected in western Tennessee. Northern Mississippi reports indicated smaller acreage but increased yields. Harvesting was commenced earlier, beginning with Oct. 1 in northern Alabama, Oct. 20 in northern Mississippi, and Nov. 1 in western Tennessee.—U. S. Department of Agriculture.

Buckwheat Crop Reports.

Angola, N. Y., Nov. 11.—Buckwheat was a good crop but most of it isn't cut yet and looks as tho it never will be. None of the large acreage has been threshed.—Samuel Feldman.

Riceville, Pa., Nov. 15.—We do not believe that more than one-quarter of the buckwheat crop will ever get dry enough to thresh. One-half the crop is still in the fields.—Arthur Westgate.

Auburn, N. Y., Nov. 15.—We have evidently had a fair crop of buckwheat in the Mohawk Valley and along the D. & H. line in the eastern central section, but in the 8 or 9 nearby counties the average yield was hardly more than one-third of normal and the grain is full of moisture. It is unsafe to ship any great distance without thorough cleaning. Prices being paid to growers by excitable dealers are fully equal to quoted values at destinations.—Cady & Co., Inc.

Washington, D. C., Nov. 10.—Buckwheat appears to have yielded about 19 bus. per acre, which is about average. Quality of the crop was seriously impaired by unfavorable weather at harvest time and averaged only 82.2% of high medium, which is the lowest buckwheat quality reported in 20 years. The acreage was larger than normal and the crop is now estimated at 15,249,000 bus., 8% above the average of the last 5 years.—W. F. Callander, U. S. Department of Agriculture.

Lansing, Mich., Nov. 11.—Much of the buckwheat crop filled well and the reported average yield is 15.3 bus. per acre, 2 bus. above the 10-year average. Continuous wet weather made harvesting and threshing difficult and much of the crop is still in the fields. Estimated production is 841,000 bus. compared with 754,000 bus. a year ago. Quality is rated 85%, or 3% below the average, tho 3% above last year. The United States crop is estimated at 15,249,000 bus. against 14,647,000 in 1925, with quality at 82.2%.—L. Whitney Watkins, Commissioner of Agriculture, and Verne H. Church, U. S. Agricultural Statistician for Michigan.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Reynolds, Ind., Nov. 16.—We are not yet taking in any new corn. Old corn is pretty well in.—Clyde Wheeler, agt., Crabbs Reynolds Taylor Co.

Lytle, O., Nov. 19.—Trade is very quiet. Old corn has all gone to market. The new corn will move slowly.—Everett Early, Waynesville, O.

Viriden, Ill., Nov. 22.—We have taken in no new corn as yet and at present it looks like none will be moving this month.—Jacob Nickel, Viriden Grain Co.

Winchester, Ind., Nov. 20.—Corn movement is slow, largely due to the new corn grading sample and No. 5, with a lot of damaged grains showing up.—Goodrich Bros. Co.

Lansing, Ia., Nov. 19.—No grain will be shipped from this station until about Apr. 1 of next year when some wheat will go out. We have no coarse grains to ship.—G. Kemdt & Bros.

Houston, Tex., Nov. 10.—From July to Nov. 1, our grain department inspected and handled 2,372,928 bus. of wheat thru the Port of Houston.—R. H. Bradbury, sec'y, Houston Merchants Exchange.

Farragut, Ia., Nov. 3.—We have shipped 69 cars of corn carrying 110,639 bus., valued at \$76,076.12, this year. The average contents of each car was 1,604 bus.—Ray Cox, mgr., Farmers Co-operative Co.

Mounds, Okla., Nov. 15.—Farmers thru this country are holding most of their oats. Corn was good and this station will be favored with several cars of both oats and corn to ship.—R. B. Cowan, mgr., Mounds Mill & Elevator.

Riverton, Ia., Nov. 13.—Considerable old corn is still back in the country and it is of excellent quality. New corn will not work out at the present prices, in spite of good quality, and will no more than pay expenses.—Stubbs Elevator.

Superior, Ia., Nov. 22.—Most of the oats have already been put on the market. The new corn is about ready to start moving but still carries a high moisture content. Drying equipment should make a good profit this year.—Superior Farmers Elevator Co.

Vancouver, B. C.—Vancouver shipped 1,746,838 bus. of grain from Aug. 1 to Oct. 31, compared to 5,531,500 bus. during the same period a year ago. Exports of wheat during the first 10 months of 1926 amounted to 33,228,805 bus. compared to 18,110,397 bus. during the same period last year.

San Francisco, Cal., Nov. 10.—San Francisco received 4,500 tons of wheat, 22,131 tons barley, 2,016 tons oats and 4,520 tons corn during the month of October compared with 9,156 tons wheat, 44,955 tons barley, 1,304 tons oats and 2,520 tons corn during the same month a year ago.—James J. Sullivan, chief inspector, Grain Trade Ass'n.

Ft. William, Ont., Nov. 23.—Ft. William and Port Arthur loaded 17 grain boats with a joint capacity of 5,000,000 bus. yesterday. It was announced that 12 more were in sight for today. This is the heaviest single day's movement of grain from the head of the lakes this season. Grain stored in the terminal elevators is considered as being 43,093,000 bus.—X.

Utica, Mich., Nov. 20.—We buy practically all of the wheat raised here and grind it into flour. This community is only 12 miles from the city limits of Detroit and is nearly spoiled as a farming center. We are obliged to ship in considerable wheat to supply our mill, using about 100,000 bus. a year. A very little rye is shipped out, but no corn or oats.—Utica Milling Co.

Montreal, Que., Nov. 12.—During the month of October Montreal received, in bus.: wheat, 14,917,134; corn, 113,910; oats, 175,211; rye, 1,138,333; barley, 1,513,474; compared to October of 1925: wheat, 22,037,968; corn, 131,499; oats, 3,566,136; rye, 344,673; barley, 4,380,575. Shipments were: 14,441,051 wheat, 22,841 corn, 54,368

oats, 640,816 rye, 1,749,054 barley; compared to October, 1925, 16,554,607 wheat, 8,628 corn, 3,511,083 oats, 230,901 rye, 4,325,650 barley.—Montreal Board of Trade.

Correspondent's Relation to Customer and Broker.

In the forwarding of orders from country customers for execution on the Board of Trade for future delivery the intervention of a so-called "correspondent" has grown up.

The firm executing the order on the Board of Trade does not undertake the same responsibility for a correspondent that it does for a branch office of its own. Patrons of offices in the country dealing thru "correspondents" should satisfy themselves of the security of their margins.

The Supreme Court of Colorado on July 12, 1926, passed on one of the very few suits growing out of the employment of correspondents, in the case of R. A. Shook of Shook & Henderson v. Scott, George and Meyer.

In October, 1921, and prior thereto defendants were doing business at Denver, Colo., as the Scott-George Grain Co., dealing largely on the Chicago Board of Trade thru the J. Rosenbaum Grain Co. as correspondent.

Plaintiffs, who lived at Akron, Colo., in October gave Scott-George an order for the purchase of 5,000 bus. of May wheat, giving \$1,248.15 as margin. Scott-George wired Rosenbaum, in whose name an account was kept at a Denver bank. The order was executed at \$1.17 and the margin was transferred by Scott-George to the Rosenbaum bank.

The Rosenbaum firm, in order to protect itself in handling the broker's Chicago business, held the latter's note for \$25,000, for which it was given credit on the Rosenbaum books. It was treated as a demand note. At the time of the alleged conversion, the broker owed the note, but had an unused credit of about \$10,000 on the Rosenbaum books, leaving a balance of about \$15,000 due from the broker to Rosenbaum.

In January, 1922, the Chicago grain market crashed, sending large brokerage concerns to the wall. This forced Rosenbaum to retrench, whereupon he wired the broker in Denver, demanding settlement the next day. The broker failed to comply, and so Rosenbaum closed out the account, applying all of the broker's credits, and also plaintiff's margin for May wheat, on the broker's \$25,000 note. Plaintiffs and Rosenbaum were unknown to each other in the transaction. After being closed out by Rosenbaum, the broker treated it as a sale of plaintiffs' option to Rosenbaum, and sent plaintiffs a confirmatory letter on a printed form like the one used when the purchase was made, but plaintiffs were not called upon for further margins, had not authorized the sale, and got none of the proceeds. The broker, defendants' company, is insolvent. Plaintiffs demanded their money, but did not get it, whereupon they sued and recovered judgment for the amount of the margin.

Plaintiffs' theory is that the broker, the Scott-George Grain Co., is guilty of conversion, and that defendants, its sole officers, directors and stockholders, connived and participated in the acts complained of, making them amenable to the same charge. Defendants' contention is that the business, by mutual consent, was transacted according to the rules, regulations, and customs of the Chicago Board of Trade; that the loss was occasioned in following such customs, and that therefore defendants cannot be held liable. The parties take issue on these points.

The court in deciding against the Scott-George Grain Co., said: The situation in a nutshell is this: A. gives B., a local broker, an order for an option on May wheat, to be purchased on a distant stock exchange. A. advances B., say a 20 per cent margin. B. executes A.'s order by wiring his correspondent, C., a broker with a seat on the exchange, to buy the wheat, and, with the order B. passes on or pays the margin money to C., who buys the wheat, or option. So much for the custom. But if B., in sending the money to C. ties a string to it, or then or thereafter before the

wheat is delivered jeopardizes A.'s rights with a trammelled account between B. and C., so that A.'s margin is wiped out without notice to A., to satisfy B.'s obligation to C., and B. treats the transaction as a sale of the option for himself to C., and confirms the deal, but fails account to A., then we must say that B. can be held liable to A. in conversion. Defendants are not assisted by their theory as to the custom claimed to exist on the Chicago Board of Trade contrary to what we say above; there is no proof of any custom permitting such a conversion of a customer's money, and, even if there were such proof, we would disapprove of it as illegal, being opposed to sound public policy.

Authorities sustaining actions by customers against brokers for misappropriation of funds in the brokers' hands may be found in *Markham v. Jaudon*, 41 N. Y. 235, *Sproul v. Sloan*, 241 Pa. 284, and in *Bouv. Law Dict.* (3d Ed) pp. 2089, 3145, under heading of "Margin" and "Stockbroker."

Counsel for defendants seriously argue that defendants should not be held liable, because the trial court, while finding against them, expressed the belief that defendants thought what they did was justified. We must approve of the judgment nevertheless. It would seem unnecessary to say that the mere fact that a man's ways are right in his own eyes does not in itself afford legal sanction for whatever he may choose to do. If it did, a ready defense could be found for almost any infraction of the law. The tort proven consisted of a misappropriation by the broker to its own use of the customer's money; the entire brokerage business of the Scott-George Grain Company was conducted by defendants; they were its sole managers and owners, and it is impossible to disassociate them from the evidence of their active participation in the acts by which plaintiffs suffered.—249 Pac. Rep. 259.

Facts on Farmer Relief.

A fact finding conference sponsored by the powerful Chamber of Commerce of the United States was held at Indianapolis, Ind., Nov. 15 and 16, but soon came too much under the control of professional agitators, to throw much light on the real needs of the farmers. About 300 were present.

In discussing the first subject on the program, "Credit," it apparently was the consensus of the farm representatives that further extension of credit to farmers can not bring about the much-sought alleviation of troubles. Talks along this line were made by B. B. Benner, of the First National Bank, of Mays, Ind.; L. K. Wyckoff, of the Porter County farm bureau; Franklin Hobbs, of the Chicago Ass'n of Commerce; C. S. Masterson, of the Indiana Federation of Farm Bureaus; W. E. Wilson, of the Hamilton County farm bureau; John J. Brown, chairman of the Indiana state board of tax commissioners; Russell Van Hook, of the Jasper County farm bureau, and Luke W. Duffey, of Indianapolis.

Mr. Brown graphically described the situation when he said that a bank he is interested in has had to take over five farms, consisting of 1,168 acres in payment for loans advanced to farmers. He said the bank has the farms for sale, but can not "even get a nibble."

Murray S. Barker, of Thornton, former state senator, said: "Don't kid yourself thinking taxes are going to be any less."

"The farmer had better awaken to the fact that is in the minority and if he doesn't look out he will face a life peasantry. The public doesn't want lower taxes. It wants, George, the farmer to pay the bills."

Tax Commissioner Brown again took the floor and recited the growing cost of government, showing that it had advanced in Indiana in twenty years from \$21,000,000 to \$134,000,000. He said, however, that agriculture is now paying 28 per cent of the taxation, whereas a few years ago it was paying 53 per cent.

"One of the real problems we face on the tax board is to determine what is a fair value of farm land in Indiana now. We have been making a survey of farm sales, but there have been very few. Most of them have been foreclosures."

Elwood Morris, of Hancock County, said, "farm labor now comes and goes" and that it is not reliable. He said that a few years ago farm labor could be obtained for \$1 a day with house rent, milk and fuel, but that now it demands \$1.50 a day, with two cows, fuel, rent, garden and "some meat."

From Abroad.

Netherlands: The wheat crop is good, barley normal, rye below the average, and flax poor.

Belgium: The wheat production is the lowest since 1922. The crops of rye and barley are normal and oat crop is very large.

The Victoria Milling Co. of Budapest (Hungary): has undergone a reorganization, the new concern being released from all obligations of the former milling house of that name, in which the financial crash and death of the late Emil Bacher were high lights.

France: By a decree of Oct. 19, the French Government authorizes a reimbursement to millers of 8 francs per quintal (6.3 cents per bushel) of the present import duty of 18.20 francs per quintal (14.3 cents a bushel), on wheat imported for bread making in France. The decree was issued in an attempt to prevent a rise in bread prices.

Rumania: The corn crop is placed at 203,374,000 bus., according to the International Institute of Agriculture. This bears out recent reports of the excellent condition of the crop in that country. Production this year is higher than for any year for which figures are available since before the war. In 1925, 175,464,000 bus. were produced, and in 1924 only 155,461,000 bus.

A wide difference of opinion rests regarding the Argentine situation on flaxseed. Broomhall's agent reports a probable yield about equal to last year, with indications of a large carry-over causing last year's crop to be greater than generally estimated. Our representative continues to feel the present Argentine crop is so injured that the supplies will be smaller than a year ago.—Archer-Daniels-Midland Co.

New South Wales (Australia): Wheat acreage for this season is estimated at 3,657,000 of which 3,000,331 acres will be harvested for grain. The total wheat area for this State last season amounted to 3,543,860 acres. Harvest prospects are good in New South Wales, it is stated, but in Queensland, where rains arrived too late, the outlook is unpromising. In all other wheat areas of the commonwealth an average crop is expected.

Germany: Altho the quantity of this year's harvest was more or less satisfactory, the same is not necessarily true of quality. Figures published recently by the German Agricultural Council show that for some of the principal grains quality is rather below the average. In Berlin commercial usage a weight of 58.5 pounds per bushel is prescribed for wheat. In international usage 59 pounds is said to be normal. This year's domestic crop is said to vary from a maximum of 59 in the region of Breslau to 55.8 in other regions. It is a fact that domestic grain has been slow in coming on to the market this year. Farmers are said to be holding off for better prices. Exporters claim that quality is so poor as to be unsaleable abroad, particularly in reference to wheat.

Chile: The regulations whereby wheat could only be imported into Chile through the ports of Valparaiso and Talcahuano have been suspended by a governmental decree. By the latest resolution of the Minister of the Treasury, wheat may be imported thru all ports of the Republic but the inspection of the cereal, as prescribed in decree 1,179 of June 21, 1916, will in all cases be conducted and the cost of the inspection will be for the account of the shippers or importers. The excellent spring weather is favoring the crops throughout the agricultural areas of that country. Early reports of the acreage sown show wheat the same as last year with 10 per cent increases in barley and oat areas.

Russia: Total grain procured by the Government up to Oct. 1 was 2,760,000 short tons compared to 2,890,000 short tons up to the same date last year. This is a decrease of only 4.5 per cent compared with last year, whereas the amount procured up to Sept. 20 had showed a decrease of 7 per cent and that procured up to Sept. 10 was 9 per cent below last year. Procuring in the Odessa district is reported to be reaching its climax. Unsatisfactory inspection facilities are said to be resulting in the procuring of increasing quantities of poor quality grain. The procuring prices in the Ukraine on Oct. 1 averaged 114 kopeks per pood for wheat (97½ cents per bushel on the basis of the gold ruble) and 65 kopeks for rye (51.9 cents per bushel). Sowing of fall grains is progressing favorably in most regions and considerable increase is reported in many districts.

Growth of Commercial Arbitration

By Carl E. Milliken, former Governor of Maine, before the Grain Dealers National Ass'n at Buffalo, N. Y.

The business man of today who goes to law against his customer or his associates when he can possibly keep from doing so is guilty of little less than economic suicide.

A great chief justice once said that he regarded any man a lunatic, or worse, who resorted to the courts when he could avoid it. He was right! There is a much simpler, saner, and more becoming system by which trade differences may be economically, speedily, amicably, and, finally adjudicated. I refer of course, to arbitration.

The time is coming when the business man who rushes into the court to settle a difference of opinion with his trade contacts, will be regarded in much the same light as we regard our more savage brothers of the remote Pacific Islands who settle their disputes by approaching each other with angry gestures, uttering ugly, snarling sounds until one has become exhausted or has appeased his anger. There won't be any place in business for him.

And the rapid growth of arbitration, its increasing success and its spreading recognition as a trade practice and legal method of settling differences of business men without resorting to litigation, are fair indications that his day has not long to run. Arbitration as a universal trade practice, is almost at hand!

Reduced to practical terms, here is the simple truth: When you sue your customer, you may win your case—BUT YOU LOSE YOUR CUSTOMER. When you arbitrate both sides are satisfied.

Business men aren't engaged in dealing with enemies. When a contract is signed it is usually between friends. Later on there may be a disagreement. The shipment may be delayed, or the goods don't hold up to the samples, or the buyer finds he has over-ordered and therefore desires to cancel a part of the order. Finally one or the other of the parties to the contract says: "I'll have the law on you." And into the court he goes. And what happens? Ten to one he loses a customer. Legal costs begin. Because the courts are already crowded, there may be months, even years of delay.

If these two men could have sat down together—or would have sat down together—and gone over the facts, which in 75 per cent of such cases are alone involved, the law being incidental, three essentials to trade success would have been saved—a friend; money; and time.

I am satisfied that the Department of Commerce is right in saying that next to war, litigation is the largest single item of preventable waste in civilization today and I agree when the Department adds:

"The aggregate economic loss to the nation through the necessity of referring to courts the trial of disputes arising in the course of trading would stagger imagination if it could be accurately computed both as to actual cost and to indirect drain upon national resources. Wars are mostly sporadic and localized, while litigation is continuous and universal. As a remedy to this condition, arbitration stands as supreme."

It is with no little pleasure that I recall that I am speaking today to a group of business men who long ago found out the truth of what I have said.

Grain Dealers National Ass'n a Pioneer.—From the beginning of your co-operative endeavor, the Grain Dealers National Ass'n and member organizations have arbitrated trade disputes.

Twenty-five years ago, you wrote in your by-laws a compulsory commercial arbitration clause. Twelve hundred and nineteen times since then you had occasion to render decisions.

From the early days of your ass'n you have put into practice the spirit which impelled you to come together—namely, the advancement of your common interests and the promotion of your friendly relations.

As an ass'n, I congratulate you for your pioneering spirit. The debt which American business owes to you is great. Much of the success which is now accruing to arbitration in this country, is, I have no hesitancy in saying, due to just such pioneers as yourselves.

The twenty-five years of experience which you have had are twenty-five years of experience which we may all adopt for our own. Just as the published thoughts of a great mind become instantly the natural heritage of all who will read them—just as the ideas we may gain in an hour may be the results of hundreds of years of searching by those who have gone before—so do your experiences become our property, your past, our past. We take these, offering you only our gratitude in return.

I want to commend you particularly in this connection for the publication of your collection of awards and decisions. Such a collection was needed. It will be and is of imperative necessity in establishment of rules of arbitration. Already it has been used much in courts—and elsewhere.

I would commend you also for your affiliation with the American Arbitration Ass'n, which is doing much to promote arbitration as an international measure of commercial peace and which is seeking to foster recognition throughout the business world of this method of voluntary settling of trade controversies on the basis of good faith.

Thru affiliation with the American Arbitration Ass'n, duplication of expense and effort is prevented. Two hundred or more national trade ass'n's and local chambers of commerce and boards of trade gain by the experience of others and through consolidation of effort, help all others. The business of educating the members of the trade is an important one which the ass'n can and is doing splendidly. Without this education, trade machinery is idle while the courts are busy. And not the least important of all is that business men, lawyers, judges, and educators, in fact all sections of economic life, are brought together to perform a common task.

Arbitration in Moving Picture Industry.—In the last two years 23,000 disputes have arisen in the moving picture industry. The disputes disposed of in that time involved slightly more than \$4,650,000. Of these, 13,000 were settled by consent before the arbitration boards had to render decisions,—amicably, easily, and speedily settled by prompt action satisfying both parties. In exact figures 10,325 decisions were rendered in two years—1924 and 1925. Of the 23,000 cases only 21 were appealed and only in 37 cases was a seventh arbitrator needed. These facts, gentlemen, speak for themselves.

The significant thing about the successful use of arbitration on such an extensive scale, is that six men, all of whom are conversant with the ins and outs of the business can easily decide on questions of facts and render just decisions.

From earliest times we find arbitration in some form or other in use. Arbitration was recognized by the Roman law. During the Middle Ages various guilds and market towns maintained informal arbitration courts where cases could be almost instantly tried by men familiar with each branch of business.

The laws of most other countries and many of our states have for many years recognized the legality and desirability of arbitrating trade disputes. Arbitration has been widely used in foreign countries because their laws had "teeth." Ours on the other hand, until lately, have been toothless. Men could agree to arbitrate and then do as they pleased. As a result arbitration was little used.

Today only four states, New York, New Jersey, Massachusetts and Oregon, have laws which will make the courts enforce an agreement to arbitrate and which will deny relief in the courts until arbitration has been had. Only in these states is a decision practically final, as it can be overturned only if the technical statutory procedure has not been followed or if fraud or impartiality of the arbitration can be proved. In other states, the right of appeal on all kinds of grounds has made arbitration an obsolete practice except where it is resorted to and enforced by trade bodies.

The United States Arbitration Act, while it covers interstate transactions, has certain limitations as to kinds of disputes and it does not apply to controversies involving less than \$3,000,000.

The American Arbitration Ass'n has prepared a uniform state bill to bring about equality in the states and the benefits to business men which come from uniform laws. If there is no legal agreement to arbitrate disputes arising under a contract, the great economic values of arbitration are lost. What are these values? You and I know that the presence of such a clause in a contract in itself prevents most disputes from reaching an acute stage. Being an insurance against strife and litigation, it creates an atmosphere of friendliness and a ground for getting together. This economic saving is incalculable.

When a dispute becomes acute we know from our own figures that more than fifty per cent of the cases are settled amicably without arbitration. When the parties begin to file submissions and arrange hearings, they come into friendly instead of antagonistic relationships, and these cases never reach the stage of formal arbitration. In the less than fifty per cent where arbitrations are held, the American Arbitration Ass'n has proved that \$20 is the average cost, the arbitration takes on the average but one hearing, and the parties save money, time and effort and, what is equally important, their friendships and contracts.

Grain Elevator Moved Three Miles.

The burning of the elevator of the Seafeld Grain Co., at Seafeld, Ind., Aug. 29, 1926, left the town without an elevator; but the proprietor, Chas. Martin, is a resourceful man and a member of the firm of Martin Bros., engaged in the grain business at Wolcott, the next station west on the Panhandle, where the town having three elevators, had more than were needed, so it was decided to move one of the elevators from Wolcott to Seafeld.

Mr. Martin immediately bought one of the two elevators owned by the Farmers' Co-operative Co., at Wolcott, and is said to have paid \$6,000 for the house.

The house is of cribbed construction, erected 7 or 8 years ago, and has about 25,000 bus. capacity. The building is 24x48 feet, and about 100 ft. high, well equipped, with three elevator legs. In the cupola are two 25-h.p. electric motors and a Western Gyrating Cleaner. The cribbing is covered with corrugated galvanized iron. The driveway contained two dumps, but the wagon scales were outside, as was the cob house.

A contract was let to a professional house mover to move the building to Seafeld, a distance of three miles, at a cost said to be \$6,000, and set it upon a prepared foundation. A week was consumed in raising the house on jackscrews for the placing of the supporting timbers and the rollers, and on Oct. 25 it was started rolling towards destination. On Nov. 16, when the photographs herewith were made, the building was within $\frac{1}{4}$ of a mile of its new site.

The route chosen was over the farm lands and thru the corn fields close to and parallel with the railroad right of way, and the pulling was easy except where a slight grade was encountered.

All racking of the building was avoided by having only three points of support, each point consisting of a group of rollers running like wheels on an axle. All three groups of rollers were alike, as shown in the engraving of the forward rollers. The forward group was steered by a tongue, but the two rear groups were fixed. Planks 3 inches thick were laid on the sod across the path in front

of each of the three sets of rollers. Over these a second layer of 3-inch planks was laid at right angles to the first layer. Each group of rollers consisted of 4 pairs, of 2 each, on 4 axles. The two forward axles were connected by a strong bar of steel, and from a point on this bar about the middle, an upper reinforced steel bar extended to a corresponding point on the bar connecting the axles of the two rear pairs of rollers. Thus each pair of rollers had to carry $\frac{1}{4}$ of the load equally distributed, and each roller had to carry $\frac{1}{8}$ of the load of its group. With the three groups of rollers, numbering 24 in all, this divided the weight of the building, estimated to be 750 tons, so that the weight at each separate point was 30 to 35 tons, to be sustained by a roller 28 inches in diameter and 18 inches long. Assuming that the roller was in contact with the planking for about 2 inches of its periphery, this made a load of nearly one ton per square inch of contact.

The motive power was a team of powerful draft horses pulling the sweep of a drum on which was wound a wire cable passing around a pulley wheel. At each setting of the winding drum it was moved ahead about 250 feet. A second team of horses was kept busy hauling the ground planks from rear to front. Ten men kept everything moving. Altho the building was tall in proportion to its width the cupola vibrated less than one inch.

Control of European Corn Borer.

In an international conference held recently in Detroit, representatives of the Federal State and Canadian departments of agriculture took part in the conference, and also those from the colleges of agriculture and experiment stations of nearly all the Corn Belt States, leading manufacturers of farm machinery, and others.

An automobile tour of inspection covering sections heavily infested by the corn borer and the corn-borer laboratories at Monroe, Mich. and Chatham, Ont., gave an opportunity to see many interesting features of the work, and some of the insect parasites of the corn borer in action.

Several new and promising types of harvesting machines were demonstrated at the Monroe County Farm, Mich. Two types of corn harvester, each equipped with a new, low-cutting device, which cut the corn so as to leave practically none of the stalk above the surface of the soil were shown. This low-cutting is very important in the control of the borer, because most of the insects are found in the lower joints of the stalk at corn harvest time, and the removal and disposal of all the stalk are essential in control.

Another machine was shown which, in one operation, cut the corn, picked and husked the ears, and shredded the stalks in a way that destroyed all the borers in them.

Latvia: The preliminary estimate of the Latvian crop return for the year is less than had been expected, the rye yield being estimated at 6,000,000 bus. and wheat at 1,250,000 bus. The import requirements of the country will probably be about 6,000,000 bus. of rye and 2,500,000 bus. of wheat.

Sec'y Smiley's View of Shipper's Affidavit Weights.

"Owing to the partial or total corn crop failure in many parts of Kansas, corn must be shipped in from neighboring states and as many offers will be made based on shipper's affidavit weight we would suggest that where possible you insist upon official weights instead of accepting shipper's affidavit weight. As a rule claim departments of the different lines refuse to accept shipper's affidavit weight from point of origin in adjusting claims for loss in transit. This is true especially where grain is loaded direct from wagons into cars and unloaded in the same manner at the destination. Where official weights are obtained, carriers will give consideration to claims presented for loss in transit even where unloaded direct from wagon at the destination. It is reported that quite a number of the weighing devices in local country elevators are not always dependable and if you purchase on shipper's affidavit weight, you are bound by the contract to accept same without recourse against the shipper or broker from whom purchased."



Rollers Supporting Forward End of Elevator. Rear of 25,000-bu. Cribbed Elevator Being Moved on Rollers to Seafeld, Ind.

Your Income Tax Schedule

By M. L. Seidman of Seidman & Seidman, C. P. A.

Editor's Note: Again the subject of the income tax assumes major importance. New decisions, revised interpretations, changes of one sort or another, are being made almost daily—all directly affecting the taxpayer's account with the government. Yet how many persons really know how to correctly prepare their income tax returns?

Believing that our readers will enthusiastically welcome any assistance along these lines, particularly at this time, with the close of the year approaching arrangements have been made to re-establish our income tax department, dealing with this question in a simple, practical manner.

In this connection, we pride ourselves in having again been able to obtain the services of M. L. Seidman, C. P. A., to conduct the department. Mr. Seidman is a well known tax expert, and has been a close student of taxation in its various phases. He is a member of the firm of Seidman & Seidman, Certified Public Accountants, a nationally known tax and accounting organization. He is on the tax committee of the New York Board of Trade and Transportation, and recently was appointed a state representative to the National Tax Ass'n Convention.

The department will appear regularly, and to broaden its scope, Mr. Seidman has consented to answer thru it, all income tax questions that might be directed to him.

An army, almost seven million strong, will soon be called out to advance upon the 1926 income tax return—an objective that must be reached by March 15, 1927. Just how well equipped is the army for the task and how will it fare? To many a conscript, if we take our cartoonists seriously, it will mean all-day tramps, all-night vigils, bleary eyes, bewilderment, exhaustion. If that is so, is there any real cause for it and is relief possible? Let us see.

It is true that the income tax law is technical and complex. That is the necessary consequent of any law applying to so many people engaged in so many different walks of life, and doing substantial equity to all. It is also true that there are myriads of regulations, rulings, decisions, etc., engrafted upon the law, and still pouring out in strong numbers. That, too, is to be expected, for the law itself cannot hope to cover every possibility. But even then, the income tax is not the maze our cartoonists are wont to make it appear. Behind it all is a group of clean-cut, scientific principles that, once understood, give an invigorating, refreshing complexion to what is otherwise the morbid and gruesome looking income tax blank.

It will be the purpose of these articles to explain the principles in as simple, terse and practical a manner as possible. In addition to the articles, there will be a "Question and Answer" feature, through which readers may be assisted in solving any particular problems confronting them, not covered in the articles. Perhaps in this manner, the preparation of the 1926 income tax return can be made a bit more agreeable and intelligible. Let us then get started.

Who are subject to the tax? A college professor once said that no matter at what point he began to consider the income tax, he always found himself in the middle. There is a great deal of truth to his remark, for many phases of the income tax are peculiarly linked with one another in that way. But it has always seemed to be that a logical starting point is to determine upon whom the income tax law is imposed in the first place. Obviously, those who are not subject to the law have no particular incentive for becoming acquainted with it. On the other hand, those to whom the law does apply, are charged with full knowledge of every point in the law, regulations, decisions and rulings. To those in the latter class, there is every reason for a closer acquaintance. Who, then, comprise that class?

The United States Citizen: First, there is the citizen of the United States. Every American citizen is subject to the income tax. When I say "subject" I do not mean that every American citizen must pay an income tax or

even must file a return. He may not have to do either, depending upon the amount of his income. What I here have reference to is that the law applies to every American citizen, as distinguished from the fact that it would not apply to a French citizen with the same amount of income and who resides and earns his money abroad.

The rule as to the American citizen holds good, irrespective of where he resides or where his income may be earned. If he lives in China and earns all his money there and never sets foot in the United States, he is still subject to our income tax on the full amount of his earnings.

Corporations: So far as corporations are concerned, an analogous classification is made with that of individuals. Corporations may be either resident or non-resident. A resident corporation is one organized in this country. A non-resident corporation is one created elsewhere. A resident corporation is subject to the tax on its income, no matter where derived. A non-resident corporation comes under our law only to the extent of its income from business done in the United States.

Partnerships: A partnership as such, is not subject to tax. It is not regarded as an entity, separate and distinct from the individuals making up the partnership. Instead, the partners are subject to tax on their distributive share of the partnership income with reference to the status of each partner, in accordance with the rules for individuals already outlined.

An estate or trust, on the other hand, is regarded as a taxable entity, apart from its beneficiaries. For the purpose of the income tax, an estate or trust is looked upon as an individual; that is, it may be a resident or a non-resident, and corresponding rules would apply to each.

"No wheat pool for New South Wales this year" is the verdict just passed down by the august cabinet of that province of Australia. The farmers must know when "they're well off."

The central district of Wisconsin bears by far the larger proportion of the bean acreage and yield in the state of Wisconsin. Waushara county led with 3,591 acres in the year of 1925 and a yield of 35,910 bus. Marquette county came next with 2,518 acres and a yield of 25,180 bu. Green Lake county had 1,583 acres and produced 18,996 bu. Adams county planted 430 acres and produced 5,160 bu. The total acreage for the state was 11,979, and the total yield 131,937 bu.

Combined Harvester Adds to Marketing Rush.

The Car Service Division of the American Ry. Ass'n in its report of the year's activities issued Nov. 16 recognizes the impossibility of handling all wheat tendered for loading in districts where the combined harvester has come into use. The report advises more storage in country elevators, and says:

The problem of the grain movement in the Southwest was greatly added to by the advent of the combine harvester, resulting in grain moving from the machine to the railroads on the same day.

There is every indication now, by reason of its economical operation, that this machine has come to stay, and its more extensive use in the future is going to make necessary a very active campaign to provide greater storage for grain on the farms and in the country elevators to prevent conditions that existed this year, it being impossible in some instances to prevent grain from going on the ground at some of the country grain terminals, regardless of the car supply.

This is one of the problems that will be presented to Advisory Boards in the agricultural territories for their earnest consideration the coming year.

Driveway Chatter.

BY GUS.

Grain shippers of the soft winter wheat territory are seriously handicapped by an unusual amount of garlic in new wheat. Terminal elevator men complain of its presence and millers hesitate to accept it for grinding even at a heavy discount.

It is correctly stated by terminal elevator and mill superintendents that a fortune awaits the inventor who will produce a machine that will remove 100% of the garlic at a rapid rate. The soft wheat territory has a real need for such a machine. Present mechanical devices are unable to separate the mixture.

We hope some bright inventor will take advantage of this opportunity and present the grain and milling fields with a successful machine.

* * * * *

Carbon tetra chloride has been found an efficient means for exterminating weevil in wheat, but fire hazards prevent its use in terminal elevators. Terminal elevators are still looking for an efficient weevil killer which may be safely used in one bin at a time without contaminating the grain and making it unmerchantable.

* * * * *

Soft red winter wheat has suffered a loss in demand by millers. The trade's demand for hard winter wheat flour is continually growing and absorbing the market formerly served by the growers of red winter wheat.

This is particularly true where bread is concerned and the red winter wheat is rapidly finding itself competitive only in the pastry trades.

Perhaps this is the consequence of the growing tendency among housewives to use bakers bread rather than to use their own ovens. We know the bakers prefer flour from hard winter wheat and that their routes have been rapidly increasing.

Soft red winter wheat is raised by small farmers in comparatively restricted districts and it should not be difficult for the pastry and cracker trades to absorb the entire supply.

* * * * *

A Kansas grain dealer with an antiquated system of bookkeeping found himself considerably annoyed during the busy season with customers coming in for settlement when he could ill afford taking the necessary time to find all the duplicates of their scale tickets, count them up, figure them and write a check. On more than one occasion he also worried as a consequence of having advanced money to patrons and failed to deduct it when he settled for their grain delivered. As a means of protection he installed a Grain Receiving Ledger, Indexed, and opened an account with each patron. This facilitates his work and expedites settlements thus saving time for himself and his customers. The book carries a debit column which enables him to show any amount advanced the farmer for any purpose on the same page with the grain account and prevents forgetting or failing to subtract such amounts in making final payments.

The first car of new corn to be received in the Baltimore market was handled by E. H. Beer & Co., Inc., grain merchants. It was good quality yellow corn from the eastern shore of Maryland, and only slightly damp.

The average pounds of wheat ground per barrel of flour during September, 1926, as compared with September, 1925, was: 272.9-277.4. This report comes from 1,025 mills manufacturing better than 5,000 barrels or more of flour annually. These mills produced approximately 88 per cent of the total wheat flour manufactured in 1923. The percentage of total capacity operated during the two periods increased to 67.1 per cent from the 1925 figure of 61.7 per cent.

Why Is an Insurance Inspector?

BY H. C. LEE OF THE MUTUAL FIRE PREVENTION BUREAU

Did you ever ask yourself that question?

No doubt you have done so many times. You wonder, What good they are and what they accomplish. They always seem to pop up at the busiest time just when you haven't a minute to spare. They seem to have an inexplicable faculty of always finding something wrong. You sometimes get the idea that even when they can't find anything wrong they manufacture something out of their own minds, just to have a recommendation or two to make to you.

Would you be interested in having their side of the story? Would you care to learn something of the purposes and workings of the fire insurance inspector, why he does what he does, and what he hopes to accomplish? Did you ever really look at it from his viewpoint?

First of all he isn't entirely an inspector. Far from it. He is a man intimately acquainted with the fire hazards of a grain elevator or of a flour mill. He has a fair knowledge of the business of buying and selling grain or of making and selling flour. Very often his knowledge along those lines is much more than you suspect. He knows building and machinery costs. He knows the essentials, and very often the intricacies of electrical equipment. He has better than a speaking acquaintance with a score of subjects directly connected with the milling and grain business.

Above all he has accurate knowledge of your fire insurance policy and how it applies to you. We repeat that he is not only an inspector. He is a mixture of many things. For want of a better name we will call him your insurance representative.

Suppose he walks in some morning when you have a few minutes to spare. We know this seldom happens, but just suppose it does. Are you enough interested in finding out what he really does to go around with him? Just suppose you are.

While driving or walking up to your plant he has made a fair mental picture of the outside of your plant. Remember that he is looking you over with the fear in his mind that something might cause your plant to burn. He sees whether or not the weeds and grass are allowed to grow up close to the buildings, how the grain doors are piled, whether or not any window lights are broken, and numerous other potential hazards.

You follow him inside. You watch him examine the boot bearings, the cleaner bearings, the grinder and its protection, the drive shaft bearings, the clutch if there is one, the head shaft bearings, the head pulley clearance, the electric motors, their control, their fuse protection, the way the wires come into the building, the lightning protection on those wires, the engine fuel supply, the exhaust, the condition of the engine itself, the stove, the chimney, the general care and upkeep of the plant, and a great many other things just as important.

You wonder how he thinks of all the things to look for. If you ask just why this or that particular thing is checked over, he will tell you of someone who had a fire from just that thing. You have to admit to yourself that you never look at all those things in just that way. What he says about this or that thing is reasonable explanation and you admit, again to yourself, that perhaps he does have a pretty fair idea of such things.

After seeing him do all these things, and many more, just remember that his knowledge of fire hazards is based on experience gained from fires in hundreds of plants essentially the same as yours.

This insurance man, contrary to the belief of some, really doesn't want to find anything wrong in your plant. He would like nothing better than to be able to report back to the company office that everything was found just as it should be. He is responsible for the loss ratio in his territory. If he finds your plant all in good order he is sure that you are doing

what you can to prevent a fire. Every fire prevented in his particular territory is so much better for his loss ratio. Is it any wonder that he likes to find things 100% and so report to the office?

You walk back to your office, wiser in the whys and wherefores of this man's visit to you once a year. You sit down and are ready to talk. You do talk of many things, crops, business, markets, roads, radio and so and such, but before you do this you have been asked by your insurance representative if he may see your policies.

You have no objection, but you want to know why he wants to see them. The reasons are numerous. This man knows the possibility of errors in your coverage. He wants to know if you are receiving all that you are entitled to. You don't profess to know the ins and outs of insurance coverage and he does. You are really one of his employers and it is an essential part of his job to be able to tell you that you are getting your money's worth of protection. He checks the amounts of the policies and sees that these amounts correspond with the policy form. He talks with you about your coverage and satisfies himself not only that it is the proper form for you, but also that you have a clear understanding of it. If he finds anything wrong he will have it corrected. He tells you what your part of the policy contract is, what you should do in case of a fire, and answers any questions you may have about fire insurance in general. Practically speaking, he is not the company representative at all. He is the company itself!

Japan: The wheat and barley crop for Japan proper, excluding the island of Hokkaido, is now reported to be smaller than last year, altho about 6.4 per cent above the average yield for the preceding five-year period.

Smile Coaxers

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

Got the Scale Tickets Mixed.

During the threshing season several years ago in southern Nebraska the writer took in wheat direct from the machine from Mr. A. Mr. B., a big husky Swede, was hauling. In finishing up he delivered the last load which was about 47 bu. While in town the machine was pulled over to Mr. C.'s place and started in threshing. Mr. C. was an old man with whom I had been on very friendly terms for a long time.

Mr. B. was also hauling for the latter, and it happened that he got back to the machine and got the first load threshed. After delivering his load he put the weigh ticket into the same pocket with the one for Mr. A., which he was still carrying and drove back to the machine.

Mr. C. was on deck ready for his ticket, and Mr. B. rammed his big husky fingers into the watch pocket and took out the first ticket he came to, which was Mr. A.'s 47 bu. load. The load he hauled for Mr. C. was about 62 bus. Mr. C. did not say anything, but knew there was something wrong and quickly mounted the first wagon going to town. The farther he rode the madder he got, coming to the elevator office. He was almost at the pop-off point and started in with the titles of "crook, thief, robber, dead-beat" and other terms familiar to all grain buyers.

Not knowing what he was driving at, I had to ask for an explanation, whereupon he showed me his ticket which I recognized as that belonging to Mr. A. I later jumped on to the Swede, Mr. B., and told him what a mix-up he got me into. His answer was: "I no tank about de oder ticket at all."—Thos. C. Lorenzen, Hanks, No. Dak.

Clipped Wings.

Four miles east of Tonganoxie, Kan., stands the 11,000 bu. wooden elevator of the S. H. Ward Estate. It was erected in 1911 by the P. H. Pelkey Construction Co., on a site adjacent to the right-of-way of the Kansas City & Northwestern Ry. A man with a mind to do things well, Mr. Ward saw to the construction. Fully modern in its day adjoining the elevator was a power house with cement floor to house the 15 h. p. Fairbanks-Morse gasoline engine and a lean-to over the dump below the driveway. All nine bins were well tied to insure long service thru unexpected strains. Noticing that wagon wheel-bases varied greatly, Mr. Ward had a hoisting device installed for dumping wagons of any length.

Two legs constituted the elevating equipment, one for grain and the other for the ground product of a small feed mill. A narrow stairway was run from the working floor to the hopper scale in the cupola.

Business ran along smoothly for Mr. Ward, with no more than the usual kick-backs of the grain elevator business, thru the war and the prosperous period immediately following. Then his business wings were suddenly clipped. The K. C. & N-W., finding itself steadily losing money, stopped operation and the elevator was left without a railroad.

In the three years that followed Mr. Ward did what he could by buying what was offered and trucking it to the nearest railroad, tho this was found highly unprofitable. Last spring he died. The elevator was locked up.

During the past summer the K. C. & N-W. put the finishing touches to its demise by tearing up the rails. They were at least good for scrap iron. Nature immediately began to assert itself. Tall weeds pushed themselves thru the rotting ties on the right-of-way.

At Piper, a small town a few miles north-east, a half burned, rapidly deteriorating station remains on a thin line that marks the course of the former grading.

And business has gone to trucks and more fortunate districts on prosperous rails.

Argentina.—The total acres sown to grains and linseed for the 1926-27 crop is shown as follows: Wheat, 19,118,000; linseed, 6,521,000; oats, 3,137,000; barley, 956,000; rye, 519,000; and birdseed, 69,000 acres, compared to the average sowings during the five years from 1921-22 to 1925-26: Wheat, 16,831,000 acres; linseed, 5,222,000; oats, 2,660,000; barley, 726,000; rye, 380,000; birdseed, 49,000 hectares.—Sherwood H. Avery, Ass't Trade Commissioner at Buenos Aires.



S. H. Ward's Elevator near Tonganoxie, Kan. Deserted on a Trackless Right of Way.

Long Range Weather Forecasting.

BY HERBERT JANVIN BROWNE BEFORE GRAIN DEALERS AT METAMORA.

The biblical Egyptian famine occurred about 1700 B. C., so in 1927, 3,627 years will have elapsed. One finds that 93, which is one of Abbe Gabriel's periods, divides into it 39 times. My own basic cycle period of 55.8 years divides into it 65 times. In other words, two important cycles come together in 1927. Sir William H. Beveridge, the leading statistician of Great Britain, began a number of years ago working out the cycles of prices of wheat, until he determined that every 271 years witnessed an extensive failure of wheat and grain crops, followed by a world-wide famine. One of the most notable was in the reign of Diocletian which happened in 300 A. D., just six periods of 271 years from 1926.

"The Year Without a Summer." From early boyhood I knew the history of 1816 from my two grandfathers who were then young farmers, in New Hampshire. It was not such a particularly cold year, but there were cold waves in spring and summer that destroyed practically everything green above the ground. It began snowing on the 17th of June and snowed for two days, ranging from four inches north of the Potomac and Ohio Rivers up to ten inches in Vermont, and on the Fourth of July it froze from half to three-quarters of an inch of ice. There was no corn. It was called "Poverty Year" and "Mackerel Year"; people near the New England coast lived on mackerel. Farmers killed most of their cattle and salted or smoked the meat. A few fortunate farmers who had carried over heavy hay and grain crops were able to buy cattle from their neighbors at four or five dollars a head. That happened in 1816, within the memory of the grandfathers of many of you here. It was a period of maximum sun-spots.

Now we are coming into the second cycle of 55.6 years from that date; the sun-spots are increasing with great rapidity and there are numerous signs of trouble in the upset of crops in Argentina and Australia and the cold waves we are having this year. Those are only a few of the leads of long-range weather forecasting. I may make mistakes, but that does not upset the multiplication table, for my errors are my own and are not errors in principle. The principle beyond question is sound and none of its opponents has ever attempted to attack the fundamental statement that long-range weather forecasting can be determined from the solar constant and its control of the temperatures of the oceans which govern the moisture-bearing winds blowing toward the land. (Nine-tenths of the moisture comes from oceanic areas; very little from evaporation on land.)

Long-range forecasts applied to wheat and cotton: At an expenditure of barely more than a thousand dollars I produced closer estimates in these two crops than either the Department of Agriculture or any of the numerous private crop forecasters, whose expenditures on the forecasting of these two crops represent a gross outlay probably in excess of \$250,000. I made two definite forecasts in 1925, as to crop quantities, and only two, although I indicated the trend of a number of others. On the 18th of May I stated that the winter wheat crop would be two hundred million bushels short of the crop of 1924. I made but one forecast on winter wheat of 390,000,000 bus. The Agricultural Department put out its first forecast on April 9, of 474,000,000 bus. May 9 its next forecast was 445,000,000 bus. Then my forecast came out. On June 9 the Department dropped its prediction of 407,000,000 bus., then rose to 416,000,000 bus., and finally its last figures, issued on the 22nd of December, and close to the truth, were at 398,000,000 bus. It can be figured that the forecast I made on the 18th of May was within 2.4 per cent of the final estimate.

Whenever the time comes that you can have

straight-line forecasts scientifically based on the weather to come and its effect on production you will get rid of three-fourths of the expenses of hedging trades, and there is no reason why you should not have it. The thing is here; the only difference between my plan and that of the Government is that the latter has to wait 20 or 30 years until absolute methods are worked out, and until it is thought safe to use, while a private individual can give the results of his efforts at once.

There has been a steady degradation in the corn crop the past four years; in 1922 approximately 16% of it graded 56, or sample, in 1923—20%, in 1924—36%, and in 1925—50% (to February) was non-commercial corn.

"The year without a summer" to be experienced in the Northern American continent in 1927 is to follow the erratic year experienced in the Southern Hemisphere and European continent. We shall have dry weather, late frosts in the Spring and early frosts in the Fall, and catastrophic suddenness in the matter of climatic changes. Of course, as the sun spots increase the storm area, and as the violence of storms increase proportionately as the increase in condensation in moisture, we have but to turn to our sun spot cycle to learn that the maximum of sun spots for this cycle will be passed in 1927.

The International Institute of Agriculture is organized in favor of consuming countries. Their cables are endorsed 100 per cent by our Department of Agriculture, and consequently our price level is kept down so the European population may be cheaply fed. We spend a half-million dollars a year to get foreign agricultural information and then we get it wrong. The world is 150,000,000 bus. short of wheat and yet even today the price is 25 cents below what it ought to be statistically.

Put in winter wheat early; for late wheat will be hit by the cold snaps; crops will only be fair!

Arizona and New Mexico are coming into their own next year with a repetition of rains that fell 2,000 years ago. These states will be the "Garden Spot" of the to-be favored Southwest, the Southwest in turn to be singular in its agricultural prosperity.

Steel Tank Country Elevator.

Sheet steel as a material for the walls of grain bins was very popular many years ago, before reinforced concrete came into vogue. Many terminal elevators built of steel are still standing and giving good service, but comparatively few country elevators were built of steel.

The grain elevator at Jewell, O., illustrated in the engraving herewith, is a grouping of separate tanks on concrete foundations. It consists of five circular bins made of 14 gage copperized, galvanized metal. Three of the bins have partitions, making a total of eight, with storage for 15,000 bus. In addition are one cob tank and one dust tank, the tank part of the building being 34 ft. high. One reason for the use of sheet metal in this plant is that the local dealer in sheet metal had the co-operation of a manufacturer of sheet metal products in the adaptation of a design that the local men could erect by bolting together the tank sections, making unnecessary the importation of skilled iron workers.

In the choice of metal the owner of the plant, the Jewell Grain Co., had one view in mind, which was to have a building that would be proof against fire. Three elevators on this site burned, 2 in one year, and the last Nov. 1, 1925.

The equipment comprises two elevator legs driven by 15-h.p. motors; a Sidney No. 2 Sheller set directly under corn dump so that the corn is dropped direct into sheller; a McMillen Wagon Lift driven by a 2-h.p. motor; a seed cleaner driven by a 2-h.p. motor, an Expert Seed Scarifier; and on the bin floor a 5-bu. automatic Richardson Scale, with a Monitor Combined Grain Cleaner in the cupola, discharging either into scales or to distributing spout reaching any bin. A manlift works between the legs of the elevator.

Besides the corn sink another is provided for small grain. The bins are hopper-bottomed and self-clearing, and the space between the bins is not used for storage. The basement is not extended under the bins.



All Metal 15,000-bu. Elevator of Jewell Grain Co., at Jewell, O.

Farmers Elevator Ass'n of Nebraska Endorses Established Markets

The 24th annual convention of the Farmers Elevator Ass'n of Nebraska and the Farmers Managers Ass'n of Nebraska drew a thirty-five per cent larger registration over last year's meeting, which Sec'y Shorthill accredits to the more central location of meeting place, Hastings. The Hotel Clarke, which fortunately was designated as headquarters, accorded every known version of hospitality, which was the complimentary verdict on every hand.

The meeting lasted three days, Nov. 16 to 18. The forenoon session of the first day consisted solely of registration, which took place in the Hastings Municipal Auditorium. This formal allotment of an "acquaintance making" session is rapidly becoming popular, having been adopted by several state ass'n meetings during the fall. This arrangement of affairs not only permits attendance of those arriving on morning trains, but it has also been observed that in addition to the profitable investment of this first half-day in getting better acquainted the tendency of getting one's mind away from the market is accomplished to a certain satisfactory degree, thus leaving the minds of the delegates less congested, as it were, for the thorough consideration and absorption of the worth-while information dealt out of the experiences of those better posted individuals chosen to address the Ass'n.

Manager's Session.

The first session was turned over to the Managers by Pres. J. S. Canaday of Minden.

The session was preceded with a number of catchy selections by the Hotel Clarke orchestra (broadcasting regularly from Station KFKX), which in turn was followed by the singing of "America" by the entire assembly.

REV. C. B. HANKINS delivered the invocation.

MAYOR W. M. NELSON heartily welcomed the visiting guests of the city and complimented the purposes that brought this aggressive group together with the story of the rooster who summoned all his flock to view an ostrich egg found in an adjacent yard. The rooster is quoted as saying, "Now I'm not criticising you for not putting forth your best efforts, but I just wanted you to see what they're doing in other localities."

J. R. MORRISON of Chappell, vice-president of the Elevator Ass'n, capably responded for that group.

M. L. CRANDALL of Nebraska City, president of the Manager's Ass'n, accepted the welcome on behalf of "brains" of the Farmers Elevators of the state. The session was hereupon turned over to Pres. Crandall.

The minutes of the last meeting were read by Sec'y Shorthill and approved, as was the auditor's report, both being placed on file.

THE SECY'S REPORT included a resumé of the activities of the Manager's Ass'n in showing moving pictures belonging to this organization throughout Hamilton County. These movies were displayed to create interest in the Farmers Elevator movement, as well as to bring before those already members features of the movement to give clearer understanding.

Something of the activities of resolutions com'te was recited in telling of drawing up proposed moves in advance, of printing and circulating same during the earlier sessions, that such resolutions might summon a truer reflection of the attitude of the delegates on the topics considered. The deliberate thought expressed when the time came to consider such resolutions was in itself a stamp of approval on this change from the usual eleventh hour resolutions drawn and acted upon hastily.

It was also decided to separate the nomination and election decisions that more thought

might be devoted to careful consideration of the qualifications of each candidate.

PRES. CRANDALL pointed out that the Manager's Ass'n was organized to get the managers at the sessions and to help prod them in discussing their problems, which correspond to the difficulties confronting the directorate of elevator companies. Those directors who unwisely chose to attend these meetings and leave their managers at home, would many times make up the expenses of sending the manager to annual gatherings through the helpful suggestions picked up and adopted. If the company does not adopt a policy of sending its active manager to attend the annual ass'n meetings, "then the company is not much account. Now, it's up to your directors to send your manager down to protect your interests in the future."

"We are buying on too close a margin today and there are too many farmers elevators going out of business to further recommend the practice of starving ourselves to death," he repeated sagely. A certain chill "stilled" the house.

Following the suggestion of the directorate in choosing the nominees far in advance of the election, Mr. Crandall was at this time selected to succeed himself for the office of president of the Managers' Ass'n. E. M. Olds of Dorchester and E. P. Hubbard of Juniata vied for election to the office of vice-president, while Charles Schupback of Wilbur, A. E. Hore of Monroe, S. G. Manning of Exeter and Theodore Holzapple of Anan were nominated for the two vacancies on the directorate. The election followed in the evening.

J. P. ROSS, County Agent of Hamilton County, expanded on Sec'y Shorthill's tour of his county, of the difficulty of coping with the smutty wheat situation, but of the splendid co-operation being accorded him by the managers of the elevators of the county in successfully putting across "smut treatment demonstrations" in such a manner as to drive home the necessity of seed wheat treatment. From his address it appears that many farmers are slighting the problem partially on account of the poor results they have had, which in turn is in direct proportion to their thoroughness in treatment.

Though disregarding the consistent characteristics of the populous of Denmark, their notoriously successful co-operative marketing organizations were referred to as being typical of what 100% co-operation can do in the field of increasing or inflating prices, depending upon one's views towards the movement.

In the matter of disseminating market information as to the advisability of selling or holding, Mr. Ross advised that he consulted the elevator manager, the banker, and the statistics and crop reports of the bureaus of rural economics of the federal and state governments, a matter which any farmer could do himself, before attempting even to suggest what the producers do in this regard.

Profit making for the elevators is successfully being brought about to a certain degree through the handling of hogs. Through diligent efforts, the entire county had all its hogs tested, and all rated "T. B. free," which commands a premium of 10c cwt. It has been proven that where the elevator and the manager split commissions on the handling of hogs, the manager is far more apt to build up a large and profitable hog shipping business for the company.

An unanimous vote of thanks was accorded Mr. Ross.

CORN TEST PLOTS, which have resulted in the introduction of best-adopted strains, were alluded to by Sec'y Shorthill, following

the denouncing of the indifference of the county agents in many counties other than Hamilton. The best methods of cultivation have also been investigated by the ass'n, and the findings thereof disseminated.

"THE DUST COVERED MAN in the Small Country Town" was read from "Grain Life" by Pres. Crandall.

Infractions of Warehouse Law.

E. P. HUBBARD of Juniata pointed out that further legislation is desirable on the storage or warehouse law. "Any grain left in a country elevator and not paid for within ten days is considered storage grain and the elevator then comes under the jurisdiction of this law. If a manager contracts verbally for a quantity of grain and the delivery thereof covers more than ten days, that grain which was delivered prior to the last ten days in which delivery took place if still unpaid for is considered storage grain." In this regard the lawsuit now in the courts at Kimball, Nebr., was referred to as clearly illustrating the elevator manager's liability in such instances. The matter was referred to the legislative com'te to take further action that the managers of the state will not continually violate the law. Mr. Hubbard also invoked discussion on the matter of levying elevator tax assessments and of the unfairness thereof. In his opinion the tax should be levied on a basis of annual worth for the business year rather than on a basis of worth, April first.

Tuesday Evening Session.

The second session was opened with an address by F. S. Betz of Chicago, of which we reproduce a part on page 630.

Following the able address of F. S. Betz, the election of officers resulted in the re-election of M. L. Crandall of Nebraska City as pres., E. M. Olds of Dorchester as vice-pres., of A. E. Hore of Monroe and S. G. Manning of Exeter as directors.

Wednesday Morning Session.

The third session was called to order by Pres. Canady of the Farmers Elvtr. Ass'n, who called for the minutes of the last annual meeting.

After reading, the minutes were approved.

The report of the auditor was accepted and placed on file.

Sec'y Shorthill's "field report" was presented, from which we take the following:

Field Report of the Secretary.

During the past year the secretary has personally visited 77 local companies, attended 13 annual stockholders' meetings and picnics, and one district meeting in Nebraska.

Meetings of the Central Western Regional Advisory Board were attended at Alliance, Colorado Springs, Salt Lake City and Lincoln.

State conventions were attended in four states outside of Nebraska, 3 trips were made to Washington, D. C.; 3 to Kansas City; 3 to Minneapolis; and 1 to Chicago and 1 to Denver in connection with matters of general interest to farmers' elevator companies.

Lectures were delivered before the Illinois Farmers Institute at Quincy; before the American Institute of Co-operation at the University of Minnesota; before a short course on elevator management at the University of Illinois; before a co-operative institute at Huron, So. Dak.; and before a grain dealers meeting held by the St. Joseph Grain Exchange.

In co-operation with county agent J. P. Ross meetings were held at every town in Hamilton county. The programs consisted of picture shows using the films owned by the Farmers Managers Ass'n of Nebraska, a demonstration of proper treatment for smut in wheat, and brief lectures on co-operative activities. More than 1,600 people attended the meetings. Following the meetings a story of co-operation in Hamilton county was published in the local papers and in the Nebraska Farmer. The story, although dealing with a single county, was of sufficient interest to attract the attention of the Associated Press. It is universally agreed that the result has been of great benefit to Hamilton county, although it is one of the very best co-operative counties in the state.

There are listed in our annual directory of farmers' elevators of Nebraska, corrected to November 1st and just published, four hundred and four farmers' companies now in business. They operate about four hundred and twenty-five elevators. Nine companies operate

elevators at more than one station. At five stations the farmers are still so foolish as to continue to try to operate two separate farmers' companies. At most of these stations the fight is bitter.

Consolidation.—During the past year the tendency of the farmers to buy out the competitor where the volume of business at the station is small has continued. At the present time the farmers are operating the only grain business at many stations.

Side Lines.—There is a strong tendency also to increase the volume of business by the addition of side lines. The newest addition is gasoline, which is being added by a large number of companies. In some communities the gasoline business is engaged in by a separate company rather than to handle it in connection with the elevator business. Cream shipping is also an increasing side line.

A Poor Year.—The present year has been a very poor one for most farmers' elevator companies in Nebraska on account of the short grain crops. While the state as a whole has raised something more than a half crop of both corn and wheat these crops have been raised on what might be called the "fringe" of its territory—mostly at the east and at the west end. The great central part of the state raised very little wheat and in most sections practically no corn at all. It is in this great central territory of extreme crop failure where the great number of our farmers' elevators are located. There is so little grain to be handled, even including that to be shipped in, that the volume of business is very small. In this territory many elevators have been closed—some of them farmers—on account of the short crops.

In the more fortunate territories a few companies are making good showings this year. But in spite of the generally adverse conditions nearly all of the companies are able to keep from any severe losses and most of them are, even though it is slow, able to make some gains. So the general condition of our companies is improving and with good grain crops they should all do well next year.

Most of our companies that are not strong financially are themselves largely to blame for their present condition. The entire blame can not be placed on crop failures or other adverse conditions or on lack of loyalty of the membership. It is mostly due to wrong business conduct. The following are a few of the mistakes:

Errors in Management.—There are some officers and managers who have been in the business for a number of years who can not seem to get away from the memory that it was possible thirteen years ago to handle wheat on a margin of three cents and coarse grains on two cents. They think this still must be done. They seem to have a fear that the farmers will not stay with the company unless it is done. So they are continuing to try to do it. And they are going behind every year, simply because it costs more to do any kind of business now than it did thirteen years ago.

Overbidding.—Others seem to think that they can succeed only by making everybody else behave properly. And so when some other fellow gets "out of line" they jump in and bid up the price, a fight is started and ruthless competition is the result. These competitive fights are very seldom one sided entirely and so they can not end as long as both parties keep on going. And the dangerous part of it is that a bad showing will be made at the end of the year.

Then still others have the idea that they must have more volume in order to make the business a success. And strange to say some of them are not concerned about what is done to get the business. The sole idea is to get it no matter what it costs. And so prices are run up out of reason until there are no living margins left. Losses are sustained not only on the new business but on the old as well. And in the end nothing is gained for the company because the farmer who can sell his grain at a premium this year expects to be able to do the same next year. At the end of the year the result is disastrous.

Too Narrow Margin.—Still others with a small volume are afraid to try to buy on living margins, so they buy on narrow margins—on margins so narrow that there is no possibility of paying expenses—and they try to increase their profits by speculating. This is done mostly by holding grain in the elevator for a higher market. This is probably the most indefensible blunder that a group of farmers could possibly make in business. Not only are they bound to lose in the end, but if they could win out by speculating there is positively no need to invest a single penny in an elevator or in cash grain. It is a waste of money.

Speculation.—There are those, however, who think that they can really "hit the market." They point to the time when they did it in the past and got the money. They think they can still continue to do it. But they can't. No one ever has. Some have done it by accident, but none of those have ever had sense enough to quit at the right time. And men as smart as the world has ever seen have tried it. It is true that while prices are advancing there are more chances to "hit the market" than there are to "miss" it. But the trouble comes when prices are declining. Then there are more chances to

"miss" than there are to "hit the market." Then is when the "bulls" lose. And there is nothing in sight, even in the distant future, to justify an expectation on any general increase in grain prices.

The Division of Co-Operative Marketing in the U. S. Department of Agriculture has made an interesting report of its investigation of the causes for the failure among farmers' marketing associations. The investigation covered 997 associations now out of business. More than three-fourths of these associations named inefficient management as one of the causes of their failure. The number was 721. The next most frequently given reason was insufficient working capital, 237. And then came insufficient business, 232; too liberal credit, 171; and dishonest management, 75. The report shows that inefficient management was a greater handicap than the combined effect of insufficient working capital, insufficient business, too liberal credit and dishonest management. And still some boards of directors persist in hiring cheap managers.

There is but one thing that will make a success of a farmers' business institution. That one thing is co-operation of the farmers themselves. It can not succeed unless they will stay with it. There is only one method, among the many that have been tried, that will hold the farmer. That one is successful business conduct. Nothing has yet been discovered that will offset with the farmer the serious handicap of closing a year with bad business results. No company can succeed that tries to operate on a margin too narrow, or is continually warring on prices, or is trying to make its profits out of speculation.

Hedging Is Difficult.—A number of our companies have tried to hedge. In most cases except in cases of car shortages the results have been bad, or at least of questionable benefit. This has been due mostly to the condition of the grain market, which has not been a hedging market. At the present time with our markets actually above the Winnipeg market, and with our Missouri River markets under the Chicago market less than one-half of the freight charge between them it can easily be understood how impractical it is for a country elevator to hedge wheat.

Another cause of bad results comes from the failure to take off the hedge when the cash grain is sold. This makes the deal purely speculative the same as if it had never been a hedge. Still another difficulty is the small volume the country elevator has to hedge. And still another difficulty arises from the fact that the hedge is being placed by someone who knows nothing about hedging. So the experience from hedging has been quite generally bad. It can be handled successfully only by experts who have large volumes to handle.

In any case someone should be consulted who understands the process fully before any hedges are placed, and then they should be handled as hedges only and removed just as soon as they have served their purpose, and a regular record made of all transactions showing the profits and the losses.

More Storage Needed in Country Elevators.—There seems to be either an increasing demand for grain storage in country elevators, or else an increasing effort on the part of elevators to secure more business through offering the service of storage. At least there is an increasing demand for warehouse licenses. To secure a license it is necessary to furnish a bond. These bonds are rather hard to secure, and especially so if the company is not fairly strong financially. They can not be purchased just by paying the price.

The Nebraska law permits the elevator to ship the grain out and sell it or restore it elsewhere. This means that the country elevator can ship out its stored grain and get money on it to use in its business, and it means that the farmer who holds the warehouse receipt can also secure money on the receipt. Since the grain itself is holding for the advance made to the country elevator the bond is all that is back of the warehouse receipt.

Bonding.—It is this feature of our law that makes insurance companies so reluctant to write our warehouse bonds. It would probably be better for all concerned if the law were amended to require all warehousemen to keep the grain in their own elevators, for then the farmer would be more apt to know that his grain is safe, the insurance company would know exactly what its liability is and the elevator company would not be taking chances on losing in its business money belonging to some farmer member.

The loss from wheat smut during the past year has been tremendous. At one single station alone the loss was more than \$100,000 on discounts only. The loss in the fields was far greater than that. The loss in the territory of that station was not less than \$300,000. Formerly it was thought that the eastern part of the state would not be seriously troubled with smut, but the serious damage in the past year extended as far east as Saline, Butler and Platte counties. The extent of the damage seems to be increasing. It must be checked. Probably the best method of control of smut in seed wheat is for the elevator company to install the treating machinery and treat the seed

for the farmer and thus make sure that the seed will be thoroughly treated.

Following the appointment of an Election Com'tee, nominations for officers of the "Elevator Ass'n" were in order, the election proper following in the afternoon.

Smut Is Vigorously Denounced.

D. L. GROSS of the Agronomy Department of the College of Agriculture at Lincoln, in addressing the dealers on "Smut in Seed Wheat," indicated the bulk of the smutty wheat flowing to market is coming from the western part of the state, the meridian dividing Hastings being a representative eastern boundary line.

Sixty tons of copper carbonate were used last year, which he asserts is ample for the treatment of enough seed wheat to sow a quarter of a million acres and would represent a savings to the producers of three millions of dollars, provided the seed was properly and effectively treated. Farmers are prone to disregard ten per cent smut infection in their fields as being too slight to worry themselves about, forgetting as they are so prone to do, that ten per cent smut infection means at least ten per cent decreased yield.

Along the Union Pacific in western Nebraska some ninety (90%) per cent of the wheat was smutty this last season. At Chap-pell alone, it is calculated the farmers lose \$32,000 every six-months season because of this menace.

Corn smut will not infect wheat, neither will oat smut, and wheat smut will not infect anything else. There are two different kinds of smut, the "loose" and the "stinking" or "bunt" smut.

Stinking smut is the variety troubling us today. It is propagated by a spore of which there are two million to a kernel or smut ball. As the wheat germinates so does the smut, the smut spore inbedding its "fangs" within the kernel of wheat, the result naturally being a smutty head of wheat.

The weather affects the propagation of smut only in that it affects the germination of the seed wheat, a slow germinating season being best adapted to the highest percentage of smut infection.

Formaldehyde treatment is not only too laborious, but there has been too much misinformation dispensed regarding its usage and as a consequence improper methods are used, and the solution is found either too strong or too weak. Further than that, small town drug stores handling this smut-preventive agent have been found to have kept same in open vessels and since this fluid is but a gas forced into plain water under pressure, quite naturally it doesn't take said gas very long to become liberated in an open vessel. Such handling of formaldehyde renders it worthless.

While copper carbonate costs a trifle more, it is certainly worth it and the additional expense is far more than offset by guaranteed results (unless under-treated) and a saving on labor.

As sufficient powder (copper carbonate) is essential to the efficient treatment of seed wheat, so is the use of a treating machine that cannot be forced and one in which the maximum requisite time of treatment is not a matter of human choice. The use of the barrel was condemned for either too much seed will be placed therein or sufficient time in turning the seed wheat over and over will not be taken, resulting in under-treated seed.

Smut Control will ultimately resolve itself into a matter of what co-operation the promoters of eradication receive from the elevator operators of the country.

V. S. CRIPPEN, Spokane, Wash., asserted Kansas lost six million bushels of wheat this last crop year because of smut, enough to pay for the harvesting of the state's entire crop.

"Dirtiest Gamble known to man" was the way he termed the buying of smutty wheat. In Kansas some dealers dump all the smutty wheat offered behind the elevator and merchandise it as chicken feed or wait till the farmer with the smutty wheat hauls in enough to load a car, which is then shipped for his account.

Formaldehyde treatment smashes the smut balls, which is an additional hazard outside of the uncertainty of ineffective treatment, and consequently far less desirable.

Copper Sulphate treatment was accompanied with the inconvenient necessity of immediate planting and weather conditions are too indeterminate a factor to guarantee successful adoption the country over.

The Australian government discovered copper carbonate and today it is the cheapest in-

surance available against such a menace as smut.

The elevators of many parts of the grain producing territory are handling the Caulkings machine for farmers as a side line, for it is found cheaper to haul a treating machine to the farm where the seed wheat is further than five miles away. Where the seed wheat is shipped in, quite naturally the demand for machines for the farmers is small, it being taken for granted that no elevator in the country would think of selling seed wheat without first treating same. Where the elevator buys wheat of farmers to be sold back to them the following year for seed, it is equally as necessary to treat it, that the elevator may not suffer because of decreased production from the smut devastation. Some elevator men treat seed wheat for the farmers gratis, feeling the increased volume will repay them for their investment.

H. A. BUTLER of Omaha, on "Smutty Wheat as the Commission Man Sees It," places Nebraska's loss from smut between three and four millions of dollars. The competition for "choice" over the smutty wheat indicates that the problem will be ultimately dealt with by the elevator men of the country. Activity along this line was connected up with the aggressiveness of the Nebraska Wheat Improvement Ass'n.

Kansas wheat formerly brought the top prices now being paid for Nebraska grown wheat, the latter becoming of better milling quality. The demand for Nebraska wheat is indicated in the opening of offices at Omaha of buyers for large mills located elsewhere.

Last season the Union Pacific "wheat train" did not cover the "South Platte" territory. It will traverse this section effectively next season.

The University experiment department will undoubtedly be awarded a large appropriation to carry on the work of eradicating the smut menace. Let us assure ourselves the measure will be passed by voting favorably and on similarly endorsing the work of the Wheat Improvement Ass'n.

Above all, let us learn how to treat wheat properly, and then do it.

Handling Smutty Wheat Abhorred.

"BARNEY" J. O'DOWD, Kansas City, in his exhaustive address on "As the Terminal Man Sees Smutty Wheat," considers it the most serious problem confronting the trade in many a moon.

Unfortunately the volume of smutty wheat arrivals is increasing. In 1924 some 15 per cent of the arrivals at Kansas City were "smutty." In 1925 the figure was 23 per cent, while for the four months that have already elapsed for the 1926 crop year the arrivals grading smutty totalled 24.4 per cent. At Omaha the arrivals of 26 per cent in 1924 jumped to 44 per cent in 1925. This means, in plain black and white, that some 17,500,000 bus. of wheat have come into the terminals smutty. The loss this year is conservatively placed at \$13,800,000 for the producers of Kansas, Nebraska, Texas, and Oklahoma from discounts alone.

These discounts are not "picked" up, as might be presumed, by the elevator companies of the terminal markets. They expressly prefer to handle "clear" wheat. Where necessary, the delivery on contract will always be extended thirty days to allow for shipment of a clear car, the smutty wheat shipped to fulfill the contract being handled as consignment, usually at the option of the shipper.

The scouring of smutty wheat is accompanied with a sacrifice of the premium paid on the basis of protein. Further, the washing or liming of smutty wheat is responsible for a 1/2 to 6 per cent shrink, so, taking all in all, the handling of smutty wheat is accompanied with a variable loss directly proportional to the amount of smut therein. The place to eradicate the evil is in the treating of the seed. While "smutty tipped" wheat, which is that having smut at the end of the seed, can be

limed or the ends can be clipped, or both, at best, this is a tedious, unsatisfactory and somewhat uncertain job.

Smutty wheat is directly responsible for the recent contemplated embargo of the Port of Galveston. It was thought for quite a time that a halt would have to be called on further export receipts to allow time to treat and clean up and ship out all the smutty wheat they had down there.

It is up to everyone of us to get busy ourselves and contribute our best efforts to "routing out" this ravaging evil. Legislation and politics can never do it. WE CAN!

"Smut Is Hell."

R. S. DICKINSON, miller of Grand Island, on "As the Miller Sees Smut," expressed the belief of the world in this regard as briefly as it has ever been stated—"Smut is hell!"

The miller classifies smutty wheat into four groups, viz.: ball smut (varying in amount), light smear, heavy smear and black smut.

Provided the smut can be removed it does not injure the milling quality of the wheat.

The height of the loading spout of the country elevator has a bearing on the amount of smut in wheat, in that the higher the spout, the greater the number of smut balls broken.

Scouring is accompanied with an indeterminate and variable loss, just as Mr. O'Dowd stated, but there is an additional loss from broken wheat kernels that escape. Washing, as was said, goes hand in hand with a loss from shrinkage, a further loss (as in the case of scouring) from broken kernels and a still further loss for the premium and time that must be spent in locating "clear" wheat to blend with the "washed" or "scoured" protein-balls.

If it weren't for these processes of treating smutty wheat, all of it would necessarily have to be fed the chickens. Perhaps this might be a good thing for the eradication of smut if all the smutty wheat of the country were fed to the chickens, for the discounts suffered would be so heavy that no farmer would grow smutty wheat the following year, and you may lay to that.

It costs the country elevators more money to experiment with the mixing of smutty and clear wheat than the dockage on the smutty wheat alone amounts to. It can't be worked off and the ultimate outcome is that the entire carload is discounted just for the sake of a few pennies per bushel of the perhaps small quantity of smutty stuff the country shipper is trying to "pan" off.

Keep your smutty "junk" separate. Further than that, keep your "ball smut" and "smear smut" wheat separate. You'll save many times over for your trouble.

Considering the elements of the human being en masse, I believe we'll always be worried with smut.

The session was thereupon adjourned for a smut re-hash.

Wednesday Afternoon Session.

PROF. H. C. FILLEY, College of Agriculture, Lincoln, on "How Can the Elevators Best Serve the Community?" first undertook a lengthy discussion of the most profitable side lines the elevators of the state are handling, profitable from the standpoint of dollars in the elevator company's cash box, as well as profitable from the angle of service to the community.

Profitable Side Lines.

Seeds, mill feeds, bran, tankage, shorts, scratch, dairy, hog, cattle and horse feeds, coal, salt, flour and the shipping of live stock won first mention, followed by posts, twine, wire fences and building material.

Nebraska is destined to develop more and more into a poultry raising state. With such a forecast, based on actual statistics, staring the elevator operators in the face, it behooves managers to be prepared to supply poultry raisers with supplies as well as facilities for out-bound shipments.

The general store line and the farm machines

line (particularly of the more "bucksome" types) were found to be less desirable as profitable endeavors. Lumber was not suggested, outside of building materials; however, the professor included a multitude of sins in saying some commodities can be handled by private enterprise better than by Farmers' Elevators.

The half-time job for the full-time manager, which the grain business has wrought in some sections the past few crop years, was conceded as the underlying economic basis for the handling of side lines.

Splitting commissions on live stock shipments admittedly stirs the initiative of the manager of a country station, his enthusiasm being in direct proportion to his success as a solicitor.

Analyzed charts, showing the volume and nature of all business done by a number of Nebraska elevators the past crop year, were displayed and explained in detail. It appears from a survey of these charts that the income from the handling of grain constitutes on an average from about 10 to 90 per cent (speculative profits excepted). The overhead is the same whether the volume of grain handled is great or insignificant, with the possible exception of a bit of "flunkie" labor for the more tedious handling of side lines.

Exhibit "B" showed a greater net profit than Exhibit "A," despite "A's" overwhelming grain volume figures. "B" handled a goodly quantity and variety of side lines.

Exhibit "C" handled little grain and a greater volume of side lines than Exhibit "D." Both, however, operated at a loss, though "D's" was the greater, "old man Overhead" getting away with all the loose change about both places.

Read and analyze your annual statements and then develop a side line business best suited to your community as well as to your particular grain interests!

Build a large surplus and keep it for business purposes! Collect "wayward" accounts, and, above all, ADVERTISE! It's the life of the trade! Use your local papers! Announce arrivals of seed, of coal, feed, flour, etc. Adopt a slogan and make all your patrons know you mean it, by the service you give, for quite naturally your entire community must learn of and develop the habit of relying on your service before a low overhead on a large volume of diversified transactions is possible. Create interest, stage picnics, schedule lectures, show the organization's movies, circulate annual statements to everyone and monthly statements just as often as possible, send your trade a calendar, or, better yet, a card of appreciation, whether you have their business or not.

FRES. CANADAY supported the professor in his solicitation for attendance at the "short course" with a resume of the long forgotten old line house abuses. Just why these old hatreds are aroused from their slumbering depths and used as a "tool" to whip the doubtful into line is a problem.

Regional Advisory Board Co-operation.

HON. H. G. TAYLOR of the Nebraska State Railway Commission struck the keynote of the success of the Shippers' Regional Advisory Boards in opening with "Working together is the greatest problem confronting this country today!" These Boards work together.

In 1918 when I addressed you practically every elevator in the state was troubled at some time or another with the "car shortage" problem, and there wasn't every much could be done to relieve the situation. Letters and telegrams from the files of this commission dating back to 1916 were read as indicative of the tie-up so prevalent every grain movement season. At one time 221 elevators were absolutely blocked along the rails of one of the better known Nebraska trunk lines.

Let me see the hands of those managers who were unable to get cars any time this year! None went up.

The traffic handled each week by the carriers has exceeded a million cars more than 20 weeks of this year. In fact, the average for the first 43 weeks of the year exceeded a million cars. This is being done without fric-

tion and the tying of "bow knots," without railroad paralysis in the carrier's functions.

Regional Advisory Board foundation and history dates back to the time when the grain men of Minnesota and the Dakotas banded together in the fall of '22 with the sole determination to once and forever establish car service on such a substantial foundation that never again would sad experiences of the grain shipping interests be repeated. A representative group was selected not to carry their woes to the seat of the federal government, but to help suggest a remedy that all might profit. Concurring with the organization of this group in the Northwest, the American Railway Ass'n was formed and placed in the hands of an aggressive young gentleman, Donald D. Conn. This organization corresponded to the Public Relations Board of the combined railroad interests of the country. He exhibited his willingness to assist (and depart from the staid and previously indifferent attitude of the carriers) by intelligently developing the suggested Shippers Regional Advisory Board.

The railroad executives in session at New York City in 1923 expressed themselves as suffering from the car shortage pinch that had for a twelfth-month cast grain men far out on the billows of despair. They sensibly realized that unless they remedied the deplorable status of car service that the public would step in and do it for them. Placing the operation of the railroads of the country in the hands of the federal government was the last move desired on this checker-board game of "I'm King." Such a suggestion created the chilling dread that forced their hand. They faced shameful disaster. The only factor that saved the day was their changed attitude which resulted in their accepting the co-operation of the shipping public.

This conclusion of their monarchistic regime met with such instant and lucrative success that they voluntarily went a step further and set standards for repairs and a program for new equipment. They formed a national unit for the discussion of common problems.

Today there are 13 Shippers Regional Advisory Boards functioning smoothly and effectively. Pittsburgh was the last unit to be formed, the mighty steel interests finally yielding their proud pedestal after finding they, too, were subject to economic conditions and relationships wielding an unbendable influence upon the rest of the country's interests at large. They thought they didn't have to put their feet under the same table with anyone, but they have.

The Shipper's Regional Advisory Boards consist of committees representing production, distribution and the sale of every commodity hauled. The railroad men attend and advise the number of empties available for immediate spotting, the condition of the rolling stock, etc. If an emergency demand is forecast the carriers have ample opportunity to prepare, for they know far in advance just what demands may be expected. The plan much resembles the harmonious rhythm of a mighty choir, the tenors, altos, baritones and bases smoothly participating in solo or in unison. Antagonisms and hostilities have long been dissolved, the energies of the elevator men and all others no longer being dissipated in fighting, everyone realizing that in the perspective **NO MAN'S JUDGMENT IS BETTER THAN HIS INFORMATION.**

Today we have the same number of cars as we did in 1916 (though some replacements are of a bit larger capacity) and more locomotives.

A comprehensive survey of the new-day situation beholds an achievement of the biggest industrial accomplishment ever put over in the United States in half a century. It is without parallel, and little short of a remarkable miracle. Its significance is brought home with a Solar Plexus blow when we realize that some farmers were formerly forced to hold their grain on their farms* for three, yes, and in many instances four long years, because of the car shortage situation of the past.

Man is the element fundamentally essential to successful operation or achievement and when imbued with determination and initiative, and that unconquerable American spirit, all difficulties will fall before him, even as the rivers of old parted to let him pass.

The instigators of the Constitution had dreams not yet entirely exemplified by us today, evidenced by the spicy and heavily weighted wording of the Preamble:

We, the people of the United States, in order to form a more perfect union.

The Spectator of England commends American valor of mind and character. Let us more than live up to our reputation and strive unceasingly to learn to work together towards a common end.

The next meeting of the Regional Advisory for this district will be held in Lincoln on Dec. 8. You are all cordially invited to attend.

The Manager's Most Difficult Problem.

ED. HUBBARD started the discussion of the question of "What's the hardest problem with which a manager has to contend?"

Setting a price for a load of grain that is fair to all concerned, What is a fair margin of profit, and whether it is wiser to pay dividends at the scale or at the end of the year, seem to worry "Ed" more than department store bills.

Pres. Crandall is seriously concerned with discounting poor grain as much as most of it should be penalized when offered by some unfortunate "renter" with a large starving family.

Volume cuts no figure with Mr. Hubbard. He pays the same price for one bushel as for five thousand. However, in poor crop years he takes a larger handling margin.

Disloyalty, overbidding, collection of old accounts, the shipping in of corn by stockholders (at a 1/2 bu. profit), thereby cutting out the elevator from properly functioning in this respect, the delay in obtaining bills of lading on inbound corn shipments until long after the car has arrived and the accompanying inconveniently deferred acceptance necessary, competitors not issuing storage tickets and not taking out a license, were other thorns in the conduct of business at other stations.

SECY SHORTHILL promised soon to take another chestnut out of the fire in that the organization's committee looking after the welfare of the membership on rates soon hopes to secure a ruling granting rates over two or three lines (joint rates) which will be as low as though the shipment concerned were given a ride over only one line, or the establishing of a mileage basis.

Grand Island in '27.

Omaha, Lincoln and Grand Island were considered and voted upon, the extremely close vote resulting in the selection of Grand Island.

Officers Elected.

Election of officers for the Elevator Ass'n resulted in the selection of Pres. J. S. Canaday of Minden, Vice-pres. J. R. Morrison of Chapell and Sec'y J. W. Shorthill of Omaha. The two directors chosen were E. P. Hubbard of Juniata and F. A. Matson of Monroe.

E. J. SPIRK, Wilber, Chairman of the Resolutions Committee, presented the resolutions, which were unanimously adopted after careful consideration:

Resolutions Adopted.

Artificial Methods Opposed.

We view with disfavor all legislation containing the principle of compulsory co-operation, and are opposed to the equalization fee as a means of securing an increase in the price of farm commodities.

Established Markets Endorsed.

We believe in direct marketing under proper conditions and within proper limitations, but we appreciate the much greater necessity of maintaining established, open, competitive markets and we know that on those markets basic prices are determined. We urge producers to study carefully the question of direct marketing of grain and live stock and especially its effect on the established, open, competitive markets, so that those markets may not be unduly weakened to the extent that they will not receive a volume sufficient to attract enough buyers properly to determine prices.

Terminal Sales Agencies.

We endorse the purposes of the farmers' elevators of Iowa and Illinois in establishing their own sales agency on the Chicago market, and of the grain commission company established on the Omaha market by the Farmers' Union, and we recommend them to farmers' elevators for support.

Home Institutions.

We believe in supporting our home communities and in patronizing our home institutions and our home merchants, and in harmonious work in the community. We do not believe that a farmers' elevator should attempt to be a general merchandise store even on a small scale. Should there be any community in which the farmers can not secure fair treatment from the merchants we believe the proper means of correcting the condition for the good of the community is the establishment and conduct of a merchandising business, but it should even then be entirely separate and distinct from the farmers' elevator. But in all cases and under all conditions we favor co-operating with everything that is fair and right.

Opening New Farm Lands.

We are opposed to any increase in agricultural production by the opening up, reclama-

tion or development of any new farm lands until such time as home consumption of our agricultural products more nearly equals our production of those products. We believe in helping those people of Nebraska who are already in the farming business. We do not believe in encouraging others to enter the farming business in Nebraska or elsewhere and thereby increasing the competition, lessening the demand and lowering the prices of the products that are already being raised on the farms of our state.

Freight Rates.

We heartily commend our national association for its splendid defense of the interests of our grain producers in the freight rate case before the Interstate Commerce Commission the past year. We urge our state association to file a complaint with our State Railway Commission asking for the establishing of joint rates on Nebraska railroads on grain and hay. We also urge that a complaint be filed with the Interstate Commerce Commission asking that freight rates from Nebraska on grain be reduced.

The organization further went on record as being opposed to the grain storage (warehouse) law now on the statute books and recommended the legislative committee be authorized to deal with the problem as it saw fit.

Wednesday Evening Banquet-Smoker.

Some two hundred "empties" were sidetracked into the lower loading level of the First Baptist Church for prompt and "to capacity" loading, though some delay in shipping instructions happily resulted in deferred routing to the "Smoker."

Sec'y Thomas of the Hastings Chamber of Commerce entertained between selections by local talent. Fun was poked at all the outstanding speakers at the key table.

The smoker commenced with the firing of the shot that was heard "round the world," announcing four two-minute rounds of boxing. Cigars and apples were generously distributed after the bout.

The ensuing program was hilariously talented, and was broadcast from KFKX. Robert D. Owens of Kansas City, T. F. Drummy of Omaha and J. F. Meade of Omaha vied for first prize. "Gungadin" got it.

Those generous contributors responsible for the evening's fun include Redick Grain Co., Rocky Mountain Grain and Commission Co., Simonds-Shields-Lonsdale Co., Shannon Grain Co., Omaha Elevator Co., Logan Bros. Grain Co., Scouler-Bishop Grain Co., Central Grain Co., Vanderslice-Lynds Co., Updike Grain Corporation, Kearney Mills, Crowley Grain Co., Fisher Grain Co. and Koehler-Twidale Grain Co., Crete Mills, Sheridan Coal Co., C. W. Hall Coal Co., W. N. Clark Coal Co., Central Coal Coke Co., Harris Coal Co., A. F. Cameron Coal Co. and the famous Biddy-Meade Trash Burner Co.

Thursday Morning Session.

L. H. SHRIMPTON, Lincoln: The difference between a test load and the weighing of a car of grain is that you know what the test load should weigh.

State scale inspectors carry only 500 pounds of test weights contrasted with the two or three thousand pounds carried by Fairbanks-Morse or other inspectors, primarily because that is all that the department deems necessary to check a scale.

Hopper scales cause the greatest difficulty to inspectors in that a 3x4 scale is often figuratively placed in a 2x3 space, consequently it rubs. Six inches clearance all the way around a hopper scale should always be left to guarantee frictionless operation.

Automatic scales should be watched and kept free of dirt. Truck scales should be just as diligently observed to keep the pit always clean.

Watching your automatic scale while it is loading several drafts will often result in catching a discrepancy. This most often results from not properly setting the dribble on the scale for the proper weight of grain loaded out, as some will make 60 pounds, some 58, 56, 55, 54, etc.

Take Inspection Out of Politics.

HARRY R. CLARK, Chief Weighmaster

and Inspector of the Omaha Grain Exchange, plead with the assembly to bend every effort to take scale inspection out of politics, that it might become more effective and efficient.

Mr. Clark also recommended the use of 10 per cent of the total capacity of the scale for making test weights, this being the universally established custom.

W. H. CRAMER, North Platte, related something of the ignorance of the "green" inspectors sent about the state and the resultant worthless scale inspection service extended by this arm of politics. "A rigid examination should be required before these political favorites are even permitted to think about scale inspection."

Mr. Cramer also endorsed Mr. Clark's stand on using 10 per cent of the rated capacity of a scale in making tests.

IRA J. HERRING, Hastings: If scales were correctly installed in the first place there would be no need of all the political "red tape" now keeping the pork barrel running over. Inspectors I've run across often carry but 250 pounds of test weights. That's absurd. Why Howe uses 2,000 plus the weight of the truck, 7,800 pounds.

C. F. EVANS, Omaha, cited a 70-pound variance on one scale in mind by reversing the direction of the load. This admittedly was the direct result of poor installation.

"THE NOSE IRON on any scale must positively not be touched," he warned. "The multiple system is accurate when the scale is sealed and shipped from the factory and only these experts should ever again tamper with the delicate multiple relationship set up, and then only at the factory!"

Imposters are 'grafting' a bit of 'easy money' by representing themselves to be scale inspectors and the trade at large is suffering. BEWARE!"

Something of the tactlessness of the average run of state scale inspectors was mentioned by Sec'y Shorthill in reciting a pitiful instance of where a worthy and successful manager was literally driven from town because of the seething deceit employed by the state scale inspector, simply because he was forced to wait before inspecting the elevator's scales until a dozen or so loads were weighed in. This shameless inspector to further his own ends advised each of the waiting farmers to delay driving on the scales until he inspected the instrument of barter and exchange that they, the farmers, might have the additional 50 or 60 pounds.

License only competent inspectors and make it a crime for imposters to misrepresent! Appear only on their merits and knowledge! Insist upon supervision of field inspection work! demanded the sec'y.

MR. CRAMER: Mr. Shorthill, let's start taking positive and far sweeping action right this minute. Let us demand that whatever necessary "missionary" lobbying be done and that this repeated injustice be halted once and forever. Let Nebraska have the best and most efficient scale inspectors to be selected from reliable veterans.

MR. SHRIMPSON: Managers! If such an instance is even as much as suspected on your part concerning a state scale inspector, phone headquarters immediately and reverse the charges to report their incompetency.

Quiet reigned supreme. The seriousness of this maddening burden imposed most heavily upon the shoulders of the country elevator operator hit "home" as never before. It sunk to such depths that a change in the order of Nebraska's scale inspection affairs may be expected most any moment.

With a determination gripping the minds of the assembly the theme of discussion was led as unsuccessfully as the proverbial "horse to water" to direct marketing versus established marketing channels, but the only tangible thought evolving from the discussion was that direct buying is detrimental to the regular channels of established trade.

The convention adjourned *sine die*.

Convention Notes.

V. S. Crippen accompanied a display of smut treating equipment.

St. Joseph's sole detectable representative was A. P. Kerschen.

Jack Hartung covered the convention with miniature blocks of salt.

Charles M. Clark of Holdrege, Neb.; Harry E. Dixon, Updike Grain Corporation.

BROKERS known were: F. P. Kiewit, Grand Island; John M. Paul, Lincoln, and C. W. Yount, Nebraska City.

CONTRACTORS AND BUILDERS included W. H. Cramer of the W. H. Cramer Construction Co. and Ira J. Herring.

HOSTS included Koehler-Twidale Elevator Co., Crowley Grain Co., Fisher Grain Co., T. W. Schultz of Schultz-McCleery Grain Co., Nick Bonahoom of Bonahoom Seed Co., A. E. Hockman of Farmers Grain & Supply Co., The Hastings Mills; and Ira J. Herring.

MILLERS included R. S. Dickinson, Nebraska Consolidated Flour Mills Co., Grand Island; D. R. Rankin and E. Stockham of the Kearney Flour Mills.

Insurance representatives were John Eskildsen (Sterling, Colo.), Grain Dealers National Mutual Fire Insurance Co., and W. L. O'Keefe, of Omaha.

OMAHA representatives included: Harry R. Clark, Chief Inspector and Weighmaster of the Omaha Grain Exchange; H. E. Bauman (Mgr. Sidney office), H. A. Butler, Edw. L. Cahill, H. R. Caldwell.

Fairbanks-Morse & Co. was represented by C. F. Evans of the Omaha office. An interesting display of motors and motor construction, scales, etc., was accompanied with interesting literature.

Kewanee Implement Co. was represented by Sales Manager J. W. Coxon. A model all-steel dump was constantly in operation between sessions which proved quite a drawing feature to the booth. Mr. Coxon demonstrated its advantages effectively.

KANSAS CITY representatives included: M. C. Bruce; F. H. Callen, Shannon Grain Co.; F. J. Clute; C. E. Davis, A. C. Davis Grain Co.; L. M. Hicks; Allen Logan, Barney J. O'Dowd; Brig. R. D. Owens; A. D. Thomason; Paul C. Trower, Davis-Noland-Merrill Grain Co.; C. M. Woodward, and David C. Hauck of Scoular-Bishop.

SOUVENIRS included El Paxo (tin-foil wrapped) perfect cigars were given by the Updike Grain Corporation. Pencils were distributed by the W. H. Cramer Construction Co. and by the Sheridan Coal Co. Key chains were issued with the compliments of the Mid-West Grain Co. Cow bells were put around the necks of all bulls by the Butler-Welsh Grain Co.

T. F. Drummy (No. Platte, Neb.); J. C. Edwards, Updike Grain Corporation; E. E. Harden, the famous "Bill" Hart of "movie" fame who works days for Omaha Elevator Co.; W. S. Hart, Mgr. Consignment Dept., Crowell Elevator Co.; Albert Hedlund, B. O. Holmquist, L. J. Hoover, E. A. Lucke, J. F. Mead, C. N. Ogden, L. L. Quinby, H. S. Reynolds, R. J. Southard, J. S. Tucker, J. L. Welsh and J. G. Wild.

Managers present included: H. Armuth, Dalton; Albert Anderson, Ragan; John Anderson, Saronville; N. F. Anderson, Wood River; R. R. Becker, Spaulding; R. Bourdeau, Campbell; H. W. Busch, Utica; Harry Cummings, Seward; Frank Chapin, McCool Junction; R. A. Collier, Grand Island; M. L. Crandall, Nebraska City; A. T. Carleson, Axtell; Rhue Cole, Mt. Clare; Charles J. Casper, Bruning; J. H. Carroll, Cambridge; M. O. Christian, Silver Creek; J. S. Canaday, Minden; F. V. Daniel, Denton; W. D. Ely, Stockham; John Egbert, Grand Island.

M. T. Frederick, Venango; C. W. Franks, Ayr; Roy E. Fox, Thayer; W. C. Grotz, Garland; Roger Gorman, Merna; Alex Gappa, Ashton; C. M. Hoover, Sutton; L. J. Hohnstein, Emerald; F. E. Hanser, Aurora; O. H. Haskins, Murphy; M. A. Hostrup, Scribner; P. J. Hohnstein, Gilner; Theodore Holzapple, Anan; T. C. Hart, Ruskin; J. C. Harder, Chalco.

E. P. Hubbard, Juniata; Harry Larsen, Hampton; F. M. Lebbe, Shelby; B. K. Leth, Elba; J. S. Laurie, Stromsburg; C. A. Moore, Fairmont; G. W. Myers, Big Springs; R. L. McGee, Lorenzo; H. Magnussen, Hadar; S. J. Micek, Duncan.

S. G. Manning, Exeter; W. A. Milligan, Pickrell; J. W. McCleery, Pauline; L. E. Nelson, Motala; Walter Nelson, Holstein; W. A. Robb, Ruby; Albert Oakley, Verona.

E. M. Olds, Dorchester; H. C. Orbin, Marquette; Nels Ostergaard, Upland; G. F. Placke, St. Libory; M. S. Pierson, Osceola; M. C. Phillips, Lehigh; Theo. Peterson, Cordova; C. O. Rodine, Hordville; Geo. Rasmussen, Dannebrog; M. L. Robb, Raymond; O. C. Reichwein, Surprise.

Geo. Rydland, Funk; John H. Rippen, Hallam; E. O. Stone, York; W. D. Stewart, York; Fred Steinheider, Goehner; E. W. Smith, Hildreth; D. G. Stromer, Grand Island; Charles Schnebeck, Wilber; L. E. Sanders, Minden; John Schultz, Gresham; O. C. Smith, Keene.

M. J. Stoetzel, Roseland; Harry Treol, Abbott; L. Urban, Bellwood; S. C. Vanski, Scotia; Otto Wagner, Charleston; Ferdinand F. Walter, Lindsay; Victor C. Wilson, Holdrege; Geo. J. Witt, Weston, and Elmer Wright, Kenard.

Colorado managers present included George Drescher, Peetz; E. Lieber, Ft. Morgan, and A. A. Pigeon, Dailey.

Elevator Observations.

BY TRAVELER.

Few users of moisture testers seem to recognize the hazards accompanying the use of these necessary machines and often start a test and then go away and leave it. I have seen several testers going full blast this fall with no one in attendance and in one instance the oil boiled over and caught fire from the burner below. For a minute all of us were pretty much excited but we covered the lamp with grain and breathed easy again. Dealers who use fuel oil or alcohol burners to heat the samples owe it to themselves to keep a couple fire extinguishers handy else they may lose control of the blaze when the tester bottle boils over. Unless the operator can stay right with his machine throughout the test, he can not expect dependable results and may get a disastrous fire, so it would be far better to postpone the test until he can give the tester his undivided attention.

* * * * *

Why Shipper Underbilled His Grain: Recently in calling on different Kansas shippers I visited the cupola of one house to see a new automatic scale just installed of which the elevator operator was very proud, and he was justly so for it was a fine working machine. However, I detected him using it to his own disadvantage. He set down the number shown on the register after his first draft was dumped and then after his last draft was dumped, and subtracted the first from the last to determine the number of drafts, and would you believe it, I had to take an extra half hour to convince that man he was short changing himself to the extent of one draft of his automatic scale.

Now if I were going to use an automatic scale I would surely make it the regular practice to set down the number shown on the register on counter *before* I had dumped a load, then I would subtract that number from the number shown by the counter *after* the last load had been dumped. This would give me the correct number of drafts dumped into the car.

The shipper who subtracts number shown after his first draft from the number shown by the counter after his last draft, just misses the correct number of drafts by one, and in the course of a season it will make considerable difference in the house shortage.

A check-up of the smut-treating machines in McPherson county, Kansas, showed a total of 100 machines, compared to only 3 a year ago. Kansas suffered heavily from smut during the season just past and its growers are coming to realize the necessity for fighting smut with every means at their command.

Chloropicrin as a Fumigant

By A. L. Strand, Division of Entomology and Economic Zoology, University of Minnesota Agricultural Experiment Station.

Of the many different chemicals and combinations of chemicals whose destructive action on insects has been investigated during the last few years, none has shown more promise than chloropicrin. The qualities that have attracted attention to this substance are its ability to penetrate materials, the shortness of time required to kill, and the effectiveness over a wide range of temperatures. As it is non-explosive and non-inflammable, its use in mills and elevators does not invalidate insurance, but on the contrary is approved by the fire underwriters.

Altho chloropicrin is not poisonous to man in the sense that hydrocyanic acid is, it is extremely irritating to the eyes and the respiratory passages. On account of this irritation and the slow rate at which the liquid chloropicrin evaporates, means for applying it are of primary importance. There is no question as to its ability to kill, but a problem is presented in getting the liquid into gaseous state within the space to be fumigated without inconvenience or hazard to the persons handling it. Methods of application by which this can be accomplished are described in this circular.

Chloropicrin or nitro-chloroform, is a heavy, colorless, or slightly yellowish liquid (specific gravity 1.7 to 1.69) which volatilizes rather slowly. The gas formed is about five times heavier than air and where there is no interference to its movement it settles rapidly. That is, if there are low openings in a room or bin thru which the gas can escape, it will flow out almost like water, but if the gas is confined it diffuses about equally throughout the entire space. On account of the heaviness of the chloropicrin vapor, the stairways of a house being fumigated must be closed off or the concentration of the gas will not be maintained long enough on the upper floors to secure good results. In fumigating bins and elevator lugs in a mill, the material should be applied at the top.

Chloropicrin adheres strongly to many dry materials. This is both an advantage and a disadvantage. Because of this absorption and the heaviness of the vapor, it has a marked penetrating power and can reach many insects which are more or less protected from the action of some other fumigants. As a result chloropicrin has been found to be especially effective against the larvae of clothes moths working beneath the fabric of upholstered furniture, against the black carpet-beetle larvae which like to dwell in cracks of floors where they are protected by dust and dirt, and against insects infesting stored food products. However, because of the absorption of chloropicrin, it is difficult to get rid of the gas after a fumigation, but it can be removed by thoro airing.

The irritating effect of chloropicrin on man is also an advantage. One unfamiliar with the odor of hydrocyanic acid might possibly stay long enough in a room in which the gas is present to be overcome and killed by it, but with chloropicrin this would never happen. The effect on the eyes of even a low concentration warns a person long before there is any danger from breathing the fumes. Liquid chloropicrin, should it accidentally be spilled on the hands, causes the skin to feel dry but does not burn or cause slowly healing sores. Statements concerning such results are, in our experience, entirely without foundation.

How Chloropicrin Should Be Handled.—In transferring chloropicrin from large containers in which it is received from the factory or jobber to containers of more convenient size, and in filling atomizers or other equipment in which it is to be used, the operation should be carried on in the open air. This

obviates any discomfort from small amounts which might be spilled and makes the use of a gas mask unnecessary. If a slight breeze is blowing and the person doing the work keeps to the windward side, the material can be handled with little or no inconvenience. Do not smell at the mouths of bottles or other containers in which the liquid may be stored, as air which is completely saturated with chloropicrin is a powerful irritant when drawn into the lungs.

Combination with Carbon Tetrachloride. Chloropicrin evaporates very slowly, as indicated by its rather high boiling point, 112° C. (233.6° F.), in contrast with 76° C. (168.8° F.) for carbon tetrachloride and 46.2° C. (115° F.) for carbon disulphide. In order to overcome this low volatility and hasten the operation of getting the material from the liquid state into the gaseous state, Dr. R. N. Chapman of the Minnesota Agricultural Experiment Station, began the use of a mixture of chloropicrin and carbon tetrachloride. It was found that the best results were obtained with a mixture of equal parts by volume of the two liquids. This mixture evidently has a higher vapor pressure than chloropicrin alone and as a result evaporates faster. The advantage of using the mixture is increased many fold when it is to be applied with atomizing sprayers.

It should be found out, when the chloropicrin is bought, whether it has been diluted with carbon tetrachloride. That fact should be borne in mind in connection with the following directions.

Use of Chloropicrin for Fumigating Flour and Cereal Mills.

Until chloropicrin came into use as a fumigant there was nothing which could be used safely in a mill to combat localized infestations of insect pests. Such infestations, therefore, have usually gone uncared for until large enough to necessitate the fumigation of the whole mill. Mills in which conditions forbid general fumigations with hydrocyanic acid, have had to resort to frequent thoro cleanings which make necessary the shutting down of all or part of the equipment. Chloropicrin has been found to be an effective agent for fumigating at regular intervals the mill machinery most liable to be infested. By its use, the number of general fumigations can be greatly reduced.

While in many general fumigations with hydrocyanic acid the poorest results are obtained inside the machinery and the best results outside, in chloropicrin fumigations the best results are obtained inside the machinery where the greatest benefits will accrue.

The machines, elevators, and conveyors which carry the low-grade streams seem to be the principal places of infestation of the Mediterranean flour-moth larvae. If these are fumigated with chloropicrin, and the treatment is repeated every two weeks, the insects can be kept down to a point where their numbers are negligible.

Fumigation of Storage Bins.—The atomizer method works well when the cubic capacity of the space to be fumigated is not too large, but when large bins are to be treated another method must be employed. Either an atomizing pump of considerable capacity can be used or the chloropicrin can be poured directly on sacks hung through the top openings of the bins. In the latter case the amount of material to be applied to each bin should be measured into a wide-mouthed bottle, from which it can be poured rapidly onto the sacks. The openings to the bins should be closed tightly just as soon as the liquid has been ap-

plied. The bins or tanks fumigated should be empty at the time, as it would be difficult to air the fumigated material long enough to rid it of the chloropicrin.

The best time to fumigate with chloropicrin is when the mill is closed down on a Saturday. The next day the machines can be opened and the mill aired to be ready for operation again Monday morning without loss of ordinary operating time. In mills which do not close down over Sunday the fumigation period can be reduced to six hours. With shut-down period need not be more than twelve hours.

Amounts of Chloropicrin Which Should Be Used.—One pound of chloropicrin to 1,000 cubic feet of space has killed 100 per cent of the Mediterranean flour-moth larvae in tight elevator legs. This amount is not sufficient, however, to kill the confused flour beetles, which are very resistant to all fumigants. Consequently, it is recommended that five pounds of chloropicrin to 1000 cubic feet of space be used when the material is applied at the elevator heads according to the method described. This amount is excessive, but an excess is required in order to make sure that a killing strength has been carried to the most remote of the machines and conveyors. Even with such a high concentration, when the cubic contents of the elevators and machines are figured very liberally the amount of material to go in each atomizer is not large.

In tight bins and tanks, two pounds of chloropicrin per 1000 cubic feet of space is sufficient. A concentration greater than this does not decrease the time necessary to kill the insects enough to be worth while. Also, the less that can be successfully used in such places the better, for less time will then be required for airing.

Prevention of Leakage.—It is essential that the equipment being fumigated be tightly enough constructed to confine the gas. Altho chloropicrin will kill in a much shorter time than even heavy doses of carbon disulphide, the time is not so short that good results can be obtained where there is much leakage of the gas. Consequently, for a successful fumigation it is just as necessary to spend time insuring that all machines, elevators, and pins are made as tight as possible as it is to apply the fumigant itself. The elevator heads should be made to fit well and the packing around the shaft should go all the way around and be fairly compact. Any loosely fitting elevator boots should be repaired and cracks along the walls of the elevators should be closed with putty or sealed with cloth put on with liberal amounts of flour paste. Strips of gummed paper or adhesive tape can be used to close cracks about the machines.

A substance which so readily destroys insect life should find an important place in the operation of flour and cereal mills. We believe it is only a matter of time until it comes into very general use as a mill fumigant.—From Special Bulletin No. 102.

The American Arbitration Ass'n has received a contribution of \$2,325 from the Shoe Manufacturers Board of Trade, New York, for the promotion of commercial arbitration thruout the United States. Over 300 trade ass'ns have submitted detailed reports of their arbitral activities for the first American Year Book on Arbitration, soon to be issued by the Ass'n.

Southwest Wheat Growers Associated, Enid, Okla., the past season received only 341,818 bus. of wheat in the Texas pool and 2,800,675 in the Oklahoma pool, against 2,429,208 in the Texas pool and 6,281,067 bus. in the Oklahoma pool during the preceding season. After the fourth season this sales agency was discontinued, the Oklahoma pool merging into the present Southwest Co-operative Wheat Ass'n, Kansas City. What next?

Use of Rope.

Besides the use of rope for hoisting material in the construction of elevators rope finds employment in the transmission of power in some grain elevators, and is always used in the manlift power shovels and car pullers. Thought and care given to the selection and handling of rope for elevators will be well rewarded, and sometimes save life and limbs. Instructions for care of rope and tying of all manner of knots and splices are given in Circular No. 301 of the University of Illinois Agri. College, from which the following is taken:

Hemp ropes are the commonest, being made of manila fiber, and sometimes of a combination of manila and sisal. Ropes also are made of cotton, jute and coir. The manila fibers are 6 to 12 feet in length and light buff in color.

Rope is ordered by diameter and length and paid for by weight. A 1-inch rope weighs a pound to 3.4 feet. The number of feet in a pound of rope of other diameters is found by dividing 3.4 by the square of the diameters of the rope in inches.

The strength of a new manila rope is found by squaring the diameter of the rope in inches and multiplying by 7,200 pounds. A sisal hemp rope weighs as much as a manila rope but is only $\frac{3}{4}$ as strong. A rope should not be required to carry more than $\frac{1}{5}$ to $\frac{1}{8}$ of its tensile strength.

Whenever a rope is bent the fibers slip back and forth over each other, resulting in internal wear. This is reduced by having pulleys of proper diameter, 8 inches for a 1-inch rope. To lessen the internal wear a lubricant such as tallow, lard or linseed oil is necessary. This may be difficult to apply, but if the lubricant is heated and poured on the rope as it passes over a pulley it can be made to penetrate. A mixture of beeswax, black lead and tallow makes a good exterior coating for a rope. Another mixture is resin, black lead and tallow, or pine tar may be used alone. Rotting of the rope is due to dampness, and can be prevented to some extent by such exterior coatings. Treating the rope with the foregoing materials lessens the tensile strength, but prolongs the life of the rope.

Knots that are not tied correctly will come untied when not expected, and will be difficult to untie when desired. It takes more time to struggle with the untying of an incorrectly tied rope than it takes to tie the knot correctly. Damage to machinery and personal injury frequently occur as the result of ropes breaking and knots coming untied.

Of the numerous knots the bowline knot is the most useful. It can be used whenever a loop that will not slip and that can be tied easily is wanted at the end of a rope.

A bowline knot is made by throwing a loop as shown at B in Fig. 52. Then bring A up thru loop 1, around back of C, and down thru loop 1 again, Figs. 53, 54. The completed knot is shown in Fig. 55. A common use for the bowline knot is to tie it around a post. The important point to observe in tying these knots is to put end A thru the loop from the same side as rope C, in order to bind the knot together when A is brought around C and back thru the loop.

A scaffold hitch as used to support plank is easily tied. After placing the rope around the plank a bight is formed on top of the plank by allowing the end of the rope to hang down on the same side as stands the operator. The end of the rope is passed underneath the plank away from the operator to make a second bight back of the plank. Holding the second bight with one hand the end of the rope is brought up in front of the plank and up thru the second bight. A few feet above the plank a bowline knot is then tied to the main rope from above, and the hitch is complete. To prevent slipping the half hitches of the bights should be kept near the edges of the timber.

To uncoil a new rope many kinks will be

prevented by uncoiling in such a manner as will tend to untwist the strands. Start with the end of the rope in the center of the coil and uncoil in a counter-clockwise direction. If the rope uncoils in a clockwise direction the coil should be turned over and the same end of the rope pulled thru the center and uncoiled from the other side. Used ropes should be coiled in a clockwise direction, which will tend to untwist the strands and prevent kinks.

Should Kill Chinch Bugs This Fall.

"The chinch bug has made another winning this year. It has had a good feed on the crops of the Southwest, to the extent of several million dollars' worth, and the farmers have footed the bills," says H. M. Bainer, Director, The Southwestern Wheat Improvement Ass'n. Continuing he says, "There are enough old bugs going into hibernation this fall to make the country literally alive with a younger generation next spring and summer. It is true, that a bad winter may kill some of the old bugs, but farmers cannot afford to run any risk, especially when it is known that systematic burning this fall will destroy almost 100 per cent of them."

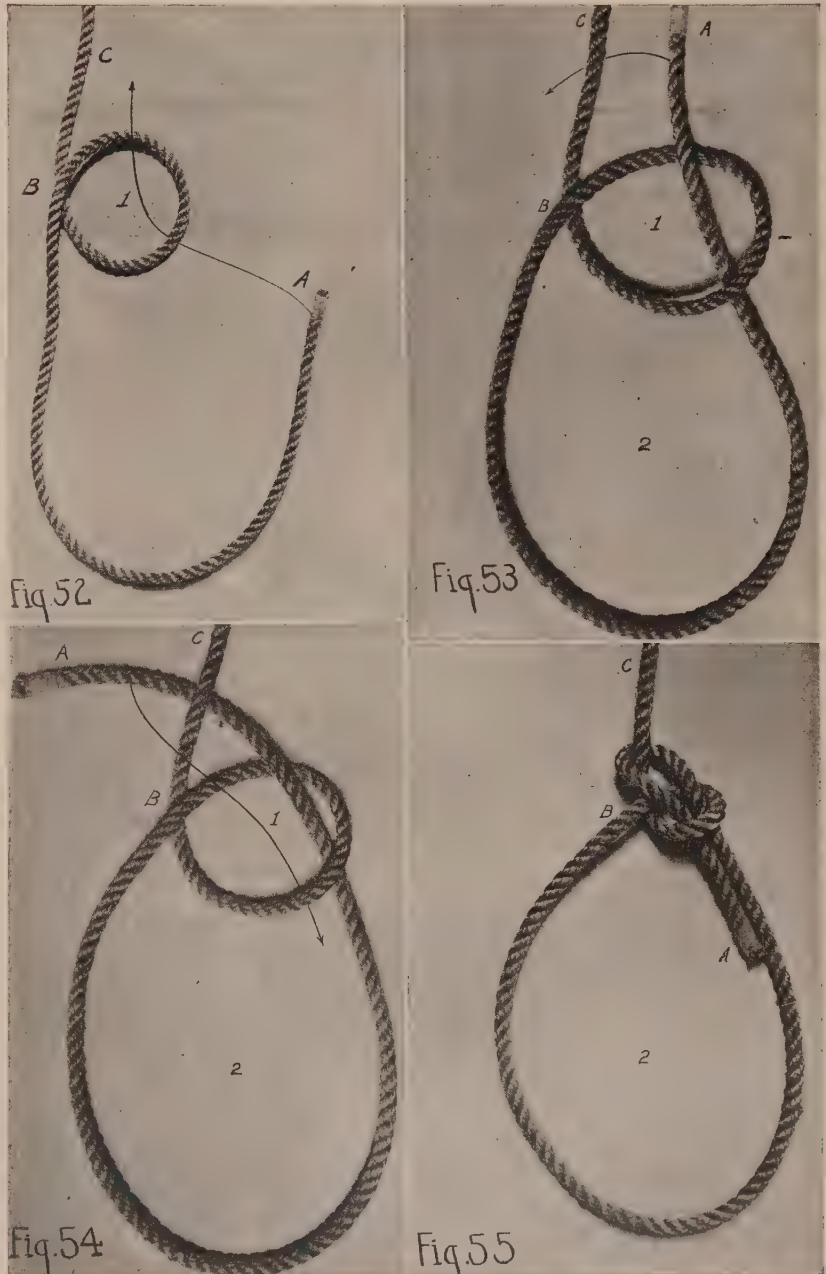
"Numerous demonstrations, where bug-infested areas have been thoroughly burned in

the fall or early winter, show almost absolute control of the bugs the following year. For best results, the burning should be done before Christmas, as the bugs not destroyed by fire will die from winter exposure."

Wisconsin as a Buckwheat State.

Concentration of production in the highly diversified farming country of Wisconsin is proven by the Biennial Crop Review of the Wisconsin Department of Agriculture issued by Paul O. Nyhus, Agricultural Statistician. His maps and reports on counties show that in the southwest district, Barron and Chippewa counties carried 1,731 and 3,218 acres of buckwheat, respectively, in the year of 1925. An equally high proportion was maintained in these two counties in 1924. The same is true of Dunn, Eau Claire and Jackson counties in the west district, which carried, respectively, 2,035, 2,841, and 2,622 acres in 1925. In the central district, Portage, Waushara, Wood and Adams counties were outstanding with 1,852, 1,643, 1,255 and 1,465 acres, respectively.

The south district is less concentrated with Columbia county outstanding having had in 1925, 1,269 acres. Wisconsin had 5% of the 1925 buckwheat acreage of the U. S. and the production of the state for that year was 559,562 bus.



Tying the Bowline Knot.

Clover Seed in Wisconsin.

Wisconsin rated second highest among the states with 15% of the clover seed acreage harvested in 1925. Barron, Burnett and Chippewa counties produced 4,222, 3,345 and 1,702 bu., respectively, for the southwest district. Oconto and Shawano counties harvested 4,705 and 8,725 bu., respectively, in the southeast district. Concentration of clover seed acreage and yield are shown in remaining districts, except in the north. Dunn, Eau Claire and Trempealeau counties produced 5,924, 6,092 and 6,644 bu., respectively, in 1925, for the west district. Marquette and Waushara counties raised 4,330 and 4,645 bu., respectively, for the central district. Calumet and Manitowoc counties in the east district led with 15,120 and 10,823 bus., respectively. In the southwest district, Grant county produced 22,872 bus. In the southern district, Dodge county had 21,135 bus. In the southeast district Washington county raised 9,831 bus. Maps and crop yields show Wisconsin to be the most highly developed in the southern two-thirds of the state.

Seed Marketing Conference at Chicago.

The Department of Agriculture is sponsoring the second seed marketing conference scheduled for 9:30 a. m. of Nov. 30, at the Hotel Sherman, Chicago. It will consider the business side of seed certification and desirable improvements in seed marketing. Each state has been invited to send representation. The pres. of each of the national seed trade ass'ns has been requested to bring with him a com'tee of five to represent his organization. As an additional attraction the meetings of the International Crop Improvement Ass'n are scheduled for the same week.

Following are members of com'tees who will attend to represent the ass'ns:

Wholesale Grass Seed Dealers' Ass'n—E. F. Crossland, Pres.; A. H. Flanigan, Chairman, Crawfordsville, Ind.; A. O. Hogg, Toronto, Canada; C. D. Boyles, Chicago; J. L. Peppard, Kansas City; F. W. Kellogg, Milwaukee.

American Seed Trade Ass'n—John C. Leonard, Pres.; C. C. Massie, Chairman, Minneapolis; A. B. Clark, Milford, Conn.; L. H. Vaughan, Chicago; Leonard Condon, Rockford, Ill.; F. W. Mangelsdorf, Atchison, Kans.

Coal Strike Still Hampering Grain Movement.

Out of 1,107,000 miners normally at work in Great Britain 376,000 have dribbled back to work without waiting for the official settlement of the strike; and the number at work is being increased by about 11,000 daily, with the possibility of greater numbers returning under the authorized regional settlements.

From the standpoint of the grain exporter the situation is worse, however, as the foreign buyers know that a big reduction in ocean freight rates is inevitable eventually, and they do not care to charter boats at the high rates prevailing for the prompt movement of coal.

The Canadian authorities have promised to keep the Welland and the St. Lawrence Canals open as long as the weather permits or the boatmen care to navigate; but the insurance companies will close the Montreal outlet by the expiration of all insurance Nov. 30. To facilitate the lake movement the Canadian government has suspended the coasting laws to permit Canadian grain shippers to employ vessels of United States registry to carry grain from one Canadian port to another.

The lake movement is very brisk, temporarily, more than a dozen boats loading daily at Fort William. On Nov. 21 Ft. William loaded out 3,418,000 bus., had boats en route to load 3,140,000 bus. and 3,682,000 bus. just cleared, making a total of 9,692,000 bus. for the lower lakes to handle. Buffalo, however, is now in no condition to care for the grain, as orders to move out the grain already in elevators are not forthcoming, the prospect being that navigation will close with all the houses and all the boats full of grain.

No Faith in Legislative Panaceas.

[From an Address by F. S. Betz before Farmer Elevators of Nebraska.]

The fact that the farmers elevator movement has been a success is because they, the farmers themselves, have put something into it. It was good sense to put dollars and cents into good equipment, into sufficient working capital, into good management, and if you will allow me to venture the suggestion, it has been only in such cases where they have failed in the investment of these essential factors of the organization, that they have failed in the business.

Legislation to Help the Farmer.—I haven't much faith in legislation helping the farmer, other than giving him permission under law to do certain things. He has come to be a business man, as well as a farmer, and must organize his business, study his business, and do business as good business men have done and are doing. The colleges are bringing to him courses, both personally and thru the air. A farmer or a farmers elevator not provided with a radio today is certainly behind the times.

Nothing for Nothing.—We have heard your worthy sec'y discuss the question of getting something for nothing and that all through the ages there has been this fruitless effort put forth to get something for nothing. It isn't in the "cards" for you to get something for nothing. Whatever is worth anything costs somebody something. You can't hope to keep a good manager if he is not paid for what he is worth. If he stays and serves below his real worth it costs him. If you are not supporting your institution financially as you should, it costs somebody else something, usually your board of directors or the manager.

We have known managers who have through their exceptional sagacity and managerial ability completed the adequate financing of the company through a series of years and against great odds. But we know that it has cost them extraordinary effort and much of the pleasure of domestic life and society to which they were entitled and which they were sacrificing while their employers were enjoying them: It costs somebody something.

The elevator companies that are successful today are the ones where some one has taken an interest in them by putting something into them. They get returns. I have just recently had intimate relations with two companies with a wide contrast in their support and success. The one has made money regularly, is well financed, is well supported and everybody is happy. The directors have no notes to sign to finance the company. The other has lost money regularly, is borrowing constantly large sums of money for which the board of directors are loaning their personal credit. The creditors are crowding them for payment. They are uneasy. Yea they are very unhappy and there is a lack of loyalty. The lack of loyalty assists in the downward course of the company for the lack of volume that should obtain is only accentuating the gravity of the situation. Unwarranted demands were made and permitted in the operation of the business which were recognized and discontinued, but not until after a crisis had developed. In the one case they contribute loyally with faith in the institution and they get returns. In the other it was half hearted support with a great lack of financial support from the beginning and it will not be a great wonder if in the half hearted support, "It shall be taken away, even that which they have."

Cost of Doing Business.—A bushel of wheat, if bought of the farmer for \$1.50 and sold for \$1.60, is not handled at a profit of 10c. It may be a loss unless there is sufficient volume to cover the cost of the handling of the wheat. 200,000 bushels of wheat for which you pay \$300,000 and for which you receive \$320,000 is sold or handled at a loss unless your operating expenses and interest on the investment fall below \$20,000. And 200,000 bushels can be handled at very little more cost than 100,000 bushels, so that in increased volume there is economy. The 100,000 bushels more will cost proportionately much less than the first 100,000 bushels.

The Ewing Bill, to be presented at the next session of Congress, provides that exporters of agricultural products shall be given certificates at the rate of 50 cents a bushel on corn, wheat, oats, rye, and barley, 3 cents a pound on cotton, 6 cents a pound on beef and pork, 5 cents a pound on mutton, and 45 per cent ad valorem on articles or goods fabricated entirely from cotton or leather, from cattle, hogs, and sheep, and all food or foodstuffs processed or manufactured wholly from the agricultural products included in the bill. These certificates will be receivable in payment of duties on imports, or if not presented within 6 months will be redeemable in cash at the rate of 80 per cent. What a foolish merchant Uncle Sam will be.

Books Received

A YEAR'S PROGRESS in Solving Some Farm Problems of Illinois (1924-25) University of Illinois Agricultural Experiment Station, tell of the inauguration of some 40 or more new investigations in the field of agricultural economics and marketing. Just now a number of questions pertaining to farmers' grain elevators are being studied in an investigation started during the year in an effort to determine the extent and trend of co-operative activity in the marketing of Illinois grain products, the practices followed by farmers' grain elevators in handling grain locally and in consigning it to dealers in terminal and other markets, variations in unit costs under various conditions of marketing, the significance of local sales of grain and merchandise in contrast to sales of grain in terminal markets, and the value of various methods of organizing and operating farmers' co-operative elevators. A preliminary survey of 19 farmers' elevators in Champaign county indicated the general nature of the problems to be met in a statewide survey. Patronage dividends, although provided for on the survey sheet, have seldom been declared. Lack of adequate working capital seems to be one of the unfavorable factors in the operation of farmers' elevators.

THE MILLER AND THE LAW is a handbook of legal decisions specially affecting flour milling and allied industries, containing a summary of contributions to the "Northwestern Miller" by the author for many years past, together with more material gathered during his career as a lawyer. His intimate knowledge of milling and allied activities enables the author to throw light upon each case reported and to eliminate from the report much that was unnecessary, so that he could compress into one large volume practically the entire body of law on this subject. The work is admirably arranged under general subjects and completely indexed for ready reference. It is not designed to enable the layman to become his own lawyer, but to carry out the thought that one ounce of foresight is often worth more than a ton of hindsight. While methods of procedure in lawsuits are a mystery, the principles of substantive law in which the miller and the grain dealer are interested are easily understood and as handled by the author are entertaining reading as well as valuable education; and the citations given will aid the attorney of the miller to give a more complete presentation of his case in court. By Arthur L. H. Street, of the Minnesota bar. Cloth, 717 pages. The Miller Publishing Co., Minneapolis, Minn.

Five hundred 14 per cent protein samples made by the Montana Grain Inspection laboratory at Bozeman is a record on this year's crop, the quality of which is commanding an attractive premium.

It is an interesting commentary upon Government operation that private enterprise has been able to operate the railways with far fewer employes and at the same time load almost 15% more cars than the Government administration. In 1920, the last year of Government operation, the total number of employes rose to 1,999,000 as compared with 1,783,000 in 1925.—Herbert Hoover, Sec'y of Commerce, in his annual report of the Department of Commerce.

Texas bankers have issued an ultimatum to farmers to reduce their cotton acreage 25 per cent or run the risk of curtailment of loans which seems of much interest in conjecture as to the use to be made of this amount of producing area, as idle ground seems unthinkable. The Texas cotton acreage this year was about 18,000,000 acres. Twenty-five per cent is about 4,500,000 acres, and in terms of wheat at 14 bu. per acre equals 63,000,000 bu., and in terms of corn at 25 bu. equals over 112,000,000 bu. Should such important reductions be made in the entire U. S. A. cotton acreage, it would seem a condition not to be viewed with perfect equanimity by the northern farmer and conducive to more activity eventually in agricultural relief measures.—Cincinnati Market Report.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Helena, Ark.—A \$500,000 federal grain elvtr. will be erected here to be operated in connection with the river and rail terminals now nearing completion.

CALIFORNIA

Lincoln, Cal.—We have installed a grinder.—Lincoln Grain Farmers.

Bieber, Cal.—A 40-bbl. flour mill is being built here by J. A. Jack and others.

Los Angeles, Cal.—The Huffine Grain Co. is erecting a new poultry feed plant.

Mountain View, Cal.—The Sawyer Grain Co. has taken over the Pacific Coast Minerals Products Co.

El Monte, Cal.—The El Monte Grain Co. incorporated; capital stock, \$200,000; incorporators, J. B. Pritchard, F. R. Kenny and F. F. Bucher.

CANADA

High Bluff, Man.—A. Forsythe & Co. has installed a grain drier.

Bateman, Sask.—An elvtr. costing \$20,000 will be erected here soon.

Fort William, Ont.—The Northland Elvtr. Co. has installed a grain drier.

Dunnville, Ont.—The O. E. Wilson flour mill, a landmark, burned with a loss of \$25,000.

Fort William, Ont.—The Northwestern Elvtr. Co. installed a grain drier. The Barnett-McQueen Constr. Co. did the work.

Barrie, Ont.—Samuel Caldwell, retired grain and seed dealer, died on Nov. 6 at the age of 81 years. A daughter and a son survive.

Vancouver, B. C.—The Stevens Grain Co. has closed its office here and the former mgr., Mr. McLean, has joined R. P. Clark & Co. as mgr. of the grain dept.

Lindsay, Ont.—The firm of Spratt & Kellen has dissolved. R. P. Kellen has bought the plant and will operate as R. P. Spratt & Sons, with T. J. Spratt as mgr.

Regina, Sask.—The Saskatchewan Wheat Pool will soon begin the erection of 35 country grain elvtrs., bringing the number of elvtrs. under control of the farmers to 610.

COLORADO

Steamboat Springs, Colo.—The Farmers Elvtr. Co. has been reorganized and will hereafter be known as the Steamboat Elvtr. Mfg., Storage and Trading Co.

IDAHO

American Falls, Ida.—The Oneida Elvtr. suffered a nominal loss when a section of one of the huge piles of sacked wheat collapsed. The elvtr., being filled to capacity, 27,000 sacks of wheat were piled on the ground near the elvtr. Four or five sacks in the lower tiers had been slashed and as the grain ran out, 600 sacks fell to the ground and 50 of them burst.

ILLINOIS

Moweaqua, Ill.—The Farmers Co-op. Grain Co. has been reorganized.

Clifton, Ill.—We are out of business.—R. F. Cummings Grain Co.

Sidell, Ill.—The Sidell Elvtr. Co. is erecting a cob burner near its elvtr.

Itasca, Ill.—The Itasca Supply Co. succeeded the Dairymen's Feed Co.—X.

Symerton, Ill.—Raymond Baskerville has resigned as mgr. of the Symerton Grain Co.

Crescent City, Ill.—Harlan & Sterrenberg have installed a Globe Auto Truck Dump.

Vermilion Grove, Ill.—E. C. Smith has been making improvements to his office building.

St. Anne, Ill.—The Kerr Grain Co. has installed new belting thruout its two elvtrs. here.

Waggoner, Ill.—E. O. Lohman has succeeded A. L. Harrison as mgr. of the Farmers Grain Co.

Hutsonville, Ill.—We are not actively engaged in the grain business at this time.—Hurst Bros. & McNutt.

Urbana, Ill.—The John Reichard Elvtr. burned on Nov. 4 with a loss of \$16,000, partially covered by insurance.

Chebanse, Ill.—The Chebanse Grain & Coal Co. will install a 20-h.p. electric motor, replacing its old gasoline engine.

Galva, Ill.—W. B. Tiffany, former mgr. of the elvtr. here, died in St. Louis following an operation for cancer of the stomach.

Yorkville, Ill.—A 10-ton auto truck scale has been installed in the Jeter & Boston Elvtr. and the feed room has been enlarged.

Wataga, Ill.—The Wataga Co-op. Co. incorporated; capital stock, \$7,000; incorporators, Wm. Behringen, J. E. Williamson and E. E. Olson.

Shawneetown, Ill.—The Shawneetown Elvtr. Co. is equipping its plant with a McMillin Wagon & Truck Dump for accommodating two sinks.

Manhattan, Ill.—The Manhattan Grain Co. overhauled one of its elvtrs., installing new grain distributors, new spouting and new grain dumps.

Taylorville, Ill.—Zack Hopson has resigned his position as mgr. of the Farmers Grain Co., effective Dec. 1. He will be succeeded by Ben Martin.

Lebanon, Ill.—The six tanks, with a capacity of 60,000 bus., erected for the Pfeffer Mfg. Co. by the Stevens Engineering & Constr. Co. have been completed.

Lake Fork, Ill.—Vern L. Marks, formerly mgr. of the Farmers Grain Co. at Paxton, has succeeded John Colvin as mgr. of the Farmers Grain Co. here.

McLeansboro, Ill.—W. O. Irwin & Co. has opened the elvtr. formerly occupied by J. W. Epperson & Sons and will buy and sell feed, seed and grain.

Virden, Ill.—The Virden Grain Co. will install a 30-inch Scientific Attrition Mill which will be direct driven by 2 30-h.p. motors.—Jacob Nickel, Virden Grain Co.

Morris, Ill.—The Morris Grain & Seed Co. suffered a small loss, when wooden studding which workmen, left on the chimney of the company's office, caught fire.

Wapella, Ill.—One side of the Cline & Wood Elvtr. burst, and let out about 3,000 bus. of corn. The corn was immediately loaded into cars, and little loss resulted.

Waterloo, Ill.—The plant of the Waterloo Mfg. Co. has been bought by the Monroe Mfg. Co. The acquisition of this 250-bbl. plant gives the Monroe Mfg. Co. a total capacity of 1,250 bbls.

Paxton, Ill.—O. W. Alexander, formerly mgr. of the La Prairie Elvtr. Co. at La Prairie, is the new mgr. of the Farmers Grain Co. here, succeeding Vern L. Marks who has moved to Lake Fork.

Bridgeport, Ill.—The Cooper Commission Co.'s elvtr., which has been closed for some time, is again in operation. James Lewis has taken over the business and is operating as the Lewis Elvtr. Co. L. R. Newell is mgr.

Hubly (Sweetwater p. o.), Ill.—The elvtr. owned by the Fernandes Grain Co. was destroyed by fire on Nov. 6 together with a small amount of grain. Pending the construction of a new plant the elvtrs. of the company at Middletown and Sweetwater are prepared to take care of the grain in this territory.

Peoria, Ill.—The elvtr. being built by the Commercial Solvents Corp. will be of reinforced concrete and will cover ground space of 34x34 ft., with the bins towering 112 ft. into the air. The four outer circular bins, each 13 ft. in diameter, will enclose a fifth center bin.

Van Siding (Kankakee p. o.), Ill.—Elmer B. Hull, an employee of the Farmers Grain Co. of Kankakee, was injured in the company's elvtr. at this station when he slipped from a ladder over a bin and fell 30 ft. to the floor of the bin. One bone in his hand was broken and he was taken to the hospital to recover from the shock.

Decatur, Ill.—J. S. Ruby, formerly with the American Hominy Co., is in charge of J. H. Dole & Co.'s office here, and not H. R. Sawyer as was erroneously reported. Mr. Sawyer will continue to call on the shippers in Illinois, Indiana and Iowa, soliciting business for our firm in Chicago, Peoria and St. Louis.—J. H. Dole & Co.

Galesburg, Ill.—The Valley Grain Co. incorporated; capital stock, \$60,000; incorporators, Hubbard Huggins, pres.; H. H. Potter, sec'y-treas., and Geo. E. Booth, v. p. This company has purchased the Inland Grain Co.'s elvtrs. at Mahomet, Wing and Odell, also the elvtr. of the Douglas Grain Co. at Douglas, and the Norwood Grain Co.'s elvtr. at Norwood.

CHICAGO NOTES.

Board of Trade memberships are selling at \$7,000.

George B. Quinn, at one time a director of the Board of Trade, died on Nov. 15. He is survived by one son and one daughter.

Geo. E. Marcy, aged 62 years, chairman of the board of directors of the Armour Grain Co. since July, 1925, and for more than 20 years pres. of the company, has posted his membership in the Board of Trade for transfer. Mr. Marcy will devote his time largely to his fruit ranch in California.

New members to the Board of Trade are as follows: Henry H. Rohn, Emmet Geo. Barker, and L. K. Brugh, Jr. Applications: Wm. J. Murphy, Julius Loeb, Chas. B. Lindsey, Jas. A. Roberts, Jr., Cecil E. Munn, and Robt. S. Turner. Posted for transfer: Geo. E. Marcy, Edwin A. Strong, Jno. A. Wood, A. C. Brown, Est. of Jno. A. Spoor, Newton R. Moore.

INDIANA

Inwood, Ind.—J. C. Erwin is installing a Sidney Manlift.

Plymouth, Ind.—E. N. Cook is installing a Sidney Sheller.

Rockfield, Ind.—We are installing a McMillin Truck Lift.—Co-operative Elvtr. Co.

Monroeville, Ind.—The Monroeville Equity Co. has installed a large Sidney Sheller.

Castleton, Ind.—The Castleton Elvtr. Co. is installing electric motors to drive all equipment.

Coatesville, Ind.—The Coatesville Elvtr. & Feed Co. has filed certificate of final dissolution.

Carmel, Ind.—The Farmers Elvtr. Co. has installed a McMillin Combination Wagon & Truck Dump.

Logansport, Ind.—The Obenchain & Boyer flour mill was destroyed by fire with a loss of \$25,000.

Burney, Ind.—The Riemann-McCammon Co. is having the Sidney Grain Mchry. Co. install a manlift in its plant.

Palmer, Ind.—Roy Young, mgr. of the J. M. Decker Grain Elvtr., was married to Miss Minnie Peterson on Oct. 20.

Scircleville, Ind.—The Scircleville Grain Co. has installed a McMillin Combination Wagon & Truck Dump, and motor to drive same.

Lincoln, Ind.—The elvtr. of the Lincoln Elvtr. Co., replacing the one which burned several months ago, has been completed.

Winchester, Ind.—C. V. Graft will rebuild his elvtr. which was destroyed by fire, at once, but the mill, which also burned, will not be replaced.—Goodrich Bros. Co.

Nickel (Valparaiso p. o.), Ind.—The 40,000-bu. elvtr. of N. L. Bradfield has been purchased by E. K. Sowash of Crown Point. Mr. Bradfield will continue for a time as manager.—E. K. Sowash.

Inwood, Ind.—The Inwood Elvtr. Co. has installed a combined corn and grain cleaner. The installation was made by the Sidney Grain Mchry. Co.

Helmer, Ind.—O. A. Gangnagel will make extensive improvements to the elvtr. he recently purchased from Stiefel & Levy.—L. H. Cosby, Lafayette, Ind.

Huntington, Ind.—The Huntington Equity Exchange Co., whose elvtr. burned recently, has bought the elvtr. and business of the Hoosier Feed & Seed Co., formerly the Wasmuth Grain & Coal Co.

Seaford, Ind.—The Seaford Grain Co. has bot one of the elvtrs. at Wolcott owned by the Farmers Co-op. Co. and is moving it to Seaford, a distance of 3 miles, to take the place of its elvtr. which burned Aug. 29.

Lafayette, Ind.—Jesse W. Young, formerly in charge of the corn and oats department for Southworth & Co. of Toledo, O., has started in business on his own account here and will operate as Lafayette Grain Co.

Reynolds, Ind.—We have added 6 ft. to our office on one side and put in truck scales, reinforcing our driveway and covering the scales, also painted the elvtr. one coat.—Clyde Wheeler, agt., Crabbs Reynolds Taylor Co.

Lebanon, Ind.—Mattix & Reveal have just completed the installation of a Gruendler Hammer Mill with direct drive to a 40-h.p. motor, and have remodeled their electric power installation.—L. H. Gosby, Lafayette, Ind.

IOWA

Marble Rock, Ia.—The Farmers Elvtr. Co. is installing a feed mill.

Lansing, Ia.—The elvtr. of Nielander & Co. is in the hands of trustees.—G. Kemdt & Bros.

Belmond, Ia.—The N. W. Mlg. & Produce Co. has consolidated with the Formens Elvtr. Co.

Clarksville, Ia.—Muller & Brockman are installing a new feed mill in connection with their elvtr.

Lawler, Ia.—We have equipped our plant with lightning rods.—M. J. Connors, mgr., Gilchrist & Co.

Holland, Ia.—The Farmers Elvtr. Co. is building an addition 14x16 ft. to house a new feed grinder.

LeMars, Ia.—The Plymouth Mlg. Co. has completed plans to install a feed mixing and grinding plant.

Ralston, Ia.—We recently put a new roof on our plant and repainted the elvtr. and lumber sheds.—Farmers Elvtr. Co.

Hartley, Ia.—Mann & Mann will install a new corn crusher and make other improvements to their elvtr.—Pavik Grain Co.

Quimby, Ia.—Weart & Lysaght Co. is installing a Fairbanks-Morse 60-h.p. diesel oil engine to drive its J-B Hammer Mill.

Ogden, Ia.—John Jensen, aged 61 years, prop. of the Jensen Elvtr. Co., was found dead in his feed warehouse by a customer.

LeMars, Ia.—John Franklin Beattie, mgr., Plymouth Mlg. Co., died recently. He was known all over northwest Iowa.

Luton, Ia.—R. H. Raub and S. A. McMaster have purchased the elvtr. of the Luton Elvtr. Co. from C. F. Carr.—R. H. Raub.

Pomeroy, Ia.—Otto Eichorst has just purchased a 60-h.p. diesel oil engine and J-B Hammer Mill for a new grinding plant.

Max, Ia.—The Iowa Grain Co., with headquarters at Hartley, will discontinue its business here.—Pavik Grain Co., Hartley, Ia.

Gilman, Ia.—N. S. Beale & Son are building an office and installing a scale near their elvtr. They will also build an addition to the elvtr.

Conesville, Ia.—The McKee Lbr. & Grain Co. contemplates building a 20,000-bu. house to replace the one destroyed by fire several months ago.

Remsen, Ia.—We are planning on installing a larger grinder in the Gamedinger Elvtr., which we purchased some months ago.—Farmers Co-op. Co.

Grundy Center, Ia.—Grain dealers and bankers from this county and grain commission men from nearby large trade centers were guests at a get-together meeting sponsored by J. Clyde Smith, owner of the Smith Elvtr. here. The guests, of which there were 50, were entertained with a program and an oyster supper.

Modale, Ia.—We are building an addition to our elvtr. and will install a corn sheller and cleaner.—R. C. Hartsock, mgr., Modale Farmers Elvtr. Co.

Stonego (Webster City p. o.), Ia.—James W. Martin of Ft. Dodge is the new mgr. of the Home Elvtr. Co., succeeding T. H. French who died recently.

Storm Lake, Ia.—The Farmers Elvtr. Co. contemplates installing a Fairbanks-Morse Diesel Oil Engine to replace its 75-h.p. motor to drive its hammer mill.

McCallsburg, Ia.—We are replacing our belt-driven hammer mill with a similar mill driven by a 50-h.p. direct connected electric motor.—Farmers Grain Co.

Roscoe, Ia.—Joseph Barton, owner of the Roscoe Elvtr., died recently. The elvtr. will be operated by C. H. Barton under the name of the Barton Elvtr.

Hartley, Ia.—Fire broke out in the office annex of the Pavik Elvtr. Co. about 5:30 on Nov. 16, burning some grain, sacks, and Mr. Pavik's automobile.

Exira, Ia.—Herman Bornholdt is installing a feed grinder. The old elvtr. will be remodeled and used for a feed and seed house.—Chas. Bornholdt, Avoca, Ia.

Chariton, Ia.—H. B. Stewart of the firm of Stewart & Co. was slightly injured when his car struck a run in the road and turned over, six miles east of Murray, Ia.

Muscatine, Ia., Nov. 18.—Local elvtr. operators met here today and discussed in detail the correction of some of the bad practices now being indulged in by the dealers.

Oyens, Ia.—Harry Kemp, employed at the Co-op. Elvtr. Co.'s elvtr., injured his foot when he stepped on a coal. John Hentges is taking Mr. Kemp's place until he is able to resume work.

Prairie City, Ia.—E. A. Fuller, who has been mgr. of the Farmers Co-op. Co. of Racine, Ia., will be the new mgr. of the Farmers Co-op. Exchange, taking charge on Dec. 1.—Farmers Co-op. Exchange.

Swea City, Ia.—The Farmers Elvtr. Co. has installed a fanning mill and a drier in the cupola of its elvtr. and is building a shed with a large pipe running from the mill and drier to save foul seeds and chaff from the mill.

Manly, Ia.—A meeting of the managers of the five co-operative elvtrs. in Worth County met here on Nov. 15 to discuss matters bearing on their business. The towns represented were Joice, Hanlontown, Grafton, Manly and Northwood.

Rock Rapids, Ia.—The farmers' co-op. elvtr. companies and shipping ass'ns of Lyons County joined in a banquet and meeting here on Nov. 4. Forty officers, managers and directors of these two organizations were present. The officers were all re-elected.

Dubuque, Ia.—An effort is being made to have a government owned grain elvtr. constructed here. If the government refuses to construct the elvtr., it is said that private capital will be used for the purpose, and the house operated under government supervision in order that the government registration upon grain storage receipts may be issued to the farmers using the storage facilities.

Cedar Rapids, Ia., Nov. 19.—A number of country elvtr. operators met here this afternoon and discussed many of the problems confronting the trade of this section. It is indeed fortunate that the Western Grain Dealers Ass'n is again taking the lead in stimulating the grain dealers of the state to take a more active interest in the trying problems of their business. The grain trade has been burdened with so many bad practices that this is a fertile field for helpful ass'n work.

KANSAS

Topeka, Kan.—The Larabee Flour Mills Co. suffered a small fire loss caused by a hot box in elvtr. boot.

Natoma, Kan.—The Shellabarger Mill & Elvtr. Co.'s elvtrs. at this station and Solomon were damaged by windstorm on Nov. 7.

Garden Plain, Kan.—The Garden Plain Farmers Elvtr. Co. recently won a suit brot by the mortgagee of grain, the court holding the claim outlawed by lapse of time, and that the renewal of the mortgage did not extend the time to suit upon the original mortgage.

Peabody, Kan.—The Farmers Elvtr. Co. will make a change in managers.—Tom Savage, Ragan Grain Co., Kansas City, Mo.

Atchison, Kan.—Grain dealers of northeast Kansas met in conference here on Nov. 20 as guests of the Board of Trade.—P. J. P.

Lacrosse, Kan.—Em Lank, mgr. of the Farmers Union Co-op. Ass'n, has resigned.—Tom Savage, Ragan Grain Co., Kansas City, Mo.

Hutchinson, Kan.—Phil M. Clarke, who has been engaged in the grain business here, has closed his office and will move to California.

Valley Falls, Kan.—Lee Reichart recently completed a warehouse addition to his elvtr. The building is 80x24 ft. and is of tile construction.

Council Grove, Kan.—The Doderidge Elvtr., which has been closed for several months, has been leased to Earl Hammer, who will operate it.

Osborne, Kan.—H. E. Sharpe, formerly in charge of the elvtr. at Falco, has succeeded Ira Crawford as mgr. of the C. E. Robinson Elvtr. Co.'s elvtr. here.

Liberal, Kan.—The Home Elvtr. Co. has been purchased by Vickers & Salley, who will move their present elvtr. to Milner. A new warehouse will be added to their plant here.

Dodge City, Kan.—Jack McCarthy, for the past year southwestern traveling representative for Goffe & Carkener, has been appointed mgr. of that company's office here, succeeding R. H. Glandon.

Oketo, Kan.—We are contemplating disposing of our water power and will likely close the mill. It is undecided whether or not we will continue to operate the elvtr.—E. H. Moore, Oketo Mlg. & Elvtr. Co.

Lorraine, Kan.—Harry Marshall of Lyons, Neb., will take over the management of the Lorraine Grain, Fuel & Supply Co., succeeding Wm. T. Heitschmidt who has bought the Farmers Elvtr. at Lyons, Neb.

Salina, Kan.—Claud Cave, pres. of the Kansas Grain Dealers Ass'n, who has been elected to the Kansas state legislature from Haskell County, may become the western Kansas candidate for speaker of the house next winter.

Marysville, Kan.—The Excelsior Mills, local branch of the Commander-Larabee Mlg. Corp., will be reopened about Feb. 1 if a sufficient amount of low protein wheat can be purchased during the December movement. The mills were forced to shut down several weeks ago because of inability to obtain this grain.

Pittsburg, Kan.—A. L. Scott, pres. of the Pittsburg Elvtr. Co., has been elected representative from the 21st district in Kansas. Mr. Scott is an active member of the Kansas Grain Dealers Ass'n and is pres. of the Kansas Division of the Isaak Walton League of America and a member of its national executive board. Two years ago he wrote the Forestry, Fish and Game Bill and secured its passage by the legislature.

Topeka, Kan.—New members to the Kansas Grain Dealers Ass'n are as follows: Art Hoffman Grain Co., Salina; Farmers Co-op. Grain, M. & M. Ass'n, Alden; Davis Grain Co., Alden; F. A. Oline Grain Co., Sterling; Mulvane Co-op. Union, Mulvane; Hackney Farmers Union, Hackney; Orville White Grain Co., Cheney; Geo. S. Stullkon, Bazine; Whiteside Co-op. Equity Exchange, Whiteside (Hutchinson p. o.); Walnut Creek Mlg. Co., Great Bend; Lynch Grain Co., Holsington; Peter L. Ochs, Holsington; Millard Co-op. Union, Millard (Holsington p. o.); Ochs Bros., Millard (Holsington p. o.), and Turon Mlg. Co., Turon.

WICHITA LETTER.

Harry G. Randall and B. J. Geisel are new members in the Board of Trade.

Contract for building a 1,500,000-bu. addition to the grain storage capacity of the Red Star Mlg. Co. has been let to the Jones-Hettelsater Constr. Co. and work has started. The new tanks, which will be of reinforced concrete, will contain 78 bins. It is expected the addition will be completed early in May.

Management of 20 elvtrs. belonging to the Larabee Flour Mills Co., Inc., will be directed from the new buying office in the Wheeler-Kelly-Hagney Bldg. There are about 40 elvtrs. under the control of the Larabee branch of the Commander-Larabee Mills Co. Half of them are located in southern Kansas and will be controlled from Wichita. Byron Geisel is the new buyer and local mgr.

The Board of Trade has voted to extend its lease on its offices and trading floor in the Wheeler-Kelly-Hagney building for a period of ten years, insuring the addition of another floor to the building. The members have complained for some time of insufficient space in the building, and the addition of another floor will solve this problem. Construction will start shortly.

KENTUCKY

Georgetown, Ky.—We have installed an Eureka Cleaner.—W. J. Askew & Co.

Star Mills, Ky.—The plant of Carden & Hatcher was destroyed by fire on Nov. 12.

Henderson, Ky.—The Henderson Elvtr. Co. has installed a McMillin Wagon & Truck Dump.

Clinton, Ky.—The Star Mfg. Co. incorporated; capital stock, \$20,000; incorporators, W. M. Ringo, G. M. Woodyard and U. W. Perkins.

Glendale, Ky.—The Glendale Mill & Elvtr. Co.'s plant has been rented by W. H. Harlow of Hardyville, who will install a hammer mill for feed.

Louisville, Ky.—The Ballard & Ballard Co. is planning the erection of a 1,000,000-bu. concrete grain elvtr. for additional storage within its mill yard. The old office building, kitchens and cafeteria are being torn down to make room for the new house.

LOUISIANA

New Orleans, La.—The A. A. Housman-Gwathmey Co. of New York City has opened a branch office here with S. J. White in charge.

MARYLAND

Georgetown, Md.—James E. Woodall, aged 77 years, for many years engaged in the grain business here, died at his home on Nov. 10. He is survived by his widow, one son and two daughters.

BALTIMORE LETTER.

Charles W. Wells, member of the firm of R. C. Wells & Co., died.

Charles W. Wells of R. C. Wells & Co. was operated on for appendicitis.

Thos. Johnston, head of Thomas Johnston & Co., was suddenly taken ill on Nov. 5 and removed to the hospital. His condition is improving.

At the monthly meeting of the board of directors of the Chamber of Commerce on Nov. 8 the annual assessment on memberships for the coming year was fixed at \$30, the same as heretofore.

Thos. H. Seal, agt. of the grain elvtrs. of the Baltimore & Ohio Railroad Co., who was taken to the hospital, suffering from a recurrence of the trouble which bothered him several months ago, has recovered sufficiently to spend a little time at his office each day.

J. A. Peterson, mgr. of the Port Covington Elvtr. of the Western Maryland Railroad Co., has recently devised and superintended the construction of a coal loading chute near the elvtr. Since the duration of the British coal strike, coal has formed the bulk of the outward tonnage from this port, and Mr. Peterson's invention has done wonderful work in putting cargoes of coal aboard ocean liners.

MICHIGAN

Constantine, Mich.—Barr Bros. Mfg. Co. is installing a Sidney Mill Sheller.

Blissfield, Mich.—The Fulton-Lenawee Grain Dealers held a banquet in the Odd Fellows Hall on Nov. 24.

Bentley (Pinconning p. o.), Mich.—Bert Stevenson has been appointed mgr. of the Bentley Grain Elvtr. Co.

Melvin, Mich.—The Kerr Grain & Hay Co. has opened its bean picking plant which was closed most of the summer.

Bay City, Mich.—We have rebuilt our plant which burned in July, and are now doing business.—Chatfield Mfg. & Grain Co.

Olivet, Mich.—The strongbox in the office of the Olivet Elvtr. Co. was blown open on Nov. 12 and the robbers got away with \$400 in undorsed checks and a small amount of cash.

MINNESOTA

Mapleton, Minn.—R. S. Matson of Jackson has purchased the Dobie Elvtrs.

Butterfield, Minn.—The Farmers Elvtr. Co. has installed a cleaner in its elvtr.

Northrop, Minn.—Hubbard & Palmer Co. has repaired its elvtr. and installed a truck dump.

Litchfield, Minn.—The Cargill Elvtr. Co. has completed the installation of an attrition feed mill.

Fulda, Minn.—The Farmers Elvtr. Co. has installed an enclosed ventilated motor and Hinkley drive.

Redwood Falls, Minn.—The 10,000-bu. elvtr. of G. A. DeWerd, prop. DeWerd Mfg. Co., burned on Nov. 16.

Pipestone, Minn.—The Farmers Elvtr. Co. is installing a new feed grinder with a capacity of 400 bus. per hour.

Rustad, Minn.—T. M. Comer bought out the Farmers Elvtr. & Trading Co. and is now operating the business.—X.

Northrop, Minn.—A. C. Becker & Sons have repaired their elvtr. and installed a Strong-Scott Truck Dump.—A. C. Becker.

Elmore, Minn.—As the result of an accident in the elvtr., N. H. Mongeau, mgr. of the Farmers Elvtr. Co., sprained his wrist.

Marietta, Minn.—Pete Larson has bought the Marietta Grain Co.'s elvtr.—Wm. G. Meyers. (This company recently filed a petition in bankruptcy.)

Duluth, Minn.—Edward Nelson, aged 66, member of the firm of Nelson & Peterson, died following a month's illness. He is survived by two sons and four daughters.

Rose Creek, Minn.—Repairs being made to the John Cronan & Co.'s elvtr. have now been completed and a 10-ton Fairbanks Scale and Strong-Scott Dump have been installed.

Priam (Raymond p. o.), Minn.—The New London Mfg. Co. has put a new concrete foundation under its elvtr., built a new office and a new driveway. A 10-ton Howe Scale, an air dump and a distributor have been installed.

Moorhead, Minn.—The Moorhead Farmers Elvtr. Co.'s elvtr. burned with a loss of between \$65,000 and \$75,000. About 50,000 bus. of grain was stored in the elvtr. and a large quantity of flour. Contract for reconstruction has been let to the Hickok Constr. Co. The new house will be as large as the old one, having a capacity of 40,000 bus., and will be of concrete and metal construction. It is expected that the elvtr. will be ready for occupancy by Feb. 1.

MINNEAPOLIS LETTER.

James F. Whallon, sec'y of the Columbia Elvtr. Co., died Nov. 8 as the result of injuries received in an automobile accident on Nov. 4. He was 68 years of age.

The following requests for transfer of membership in the Chamber of Commerce have been posted: Ray R. Ebmer to Harry G. Cowan, and from James C. Wyman to Wilber F. Hyde.

George Parker Harding, v. pres. of E. S. Woodworth & Co. and a member of the Chamber of Commerce, died Nov. 15 at the age of 62 after a lingering illness due to heart ailment. He is survived by his widow and two daughters.

MISSOURI

St. Joseph, Mo.—Frank L. Driver is a new member of the Grain Exchange.

Truesdale, Mo.—The elvtr. of the Klingenberg Estate is standing idle.—X.

Kirkwood, Mo.—Wm. Kellogg Ewing, prominent in the grain business here, died recently.

Exeter, Mo.—The large elvtr. that has stood as a landmark for a quarter of a century, has been demolished.—P. J. P.

St. Louis, Mo.—The memberships of August A. Clark and John E. Sherry in the Merchants Exchange have been posted for sale and cancellation.

Malden, Mo.—The elvtr. of Matthews & Stubbsfield has been sold to Dees & Garner of Bernie, who will operate it under the name of the Dees & Garner Grain Co.

Sweet Springs, Mo.—The plant of the Sweet Springs Mfg. Co. was bid in by the bondholders at a sale on Nov. 15. The mill has a capacity of 300 bbls. and has been idle for several months.

St. Louis, Mo.—The Geo. P. Plant Mfg. Co. has been taken over by Frank Kell of Wichita Falls, Tex., head of the Kell group of flour mills, and the name will be changed to the Plant Mfg. Co. This plant has a capacity of 3,200 bbls. of flour daily and gives the Kell group a total capacity of 14,000 bbls. daily. T. C. Thatcher of Oklahoma City is connected with Frank Kell in the ownership and operation of the mills. Geo. H. Plant, former pres., and his son, Sam Plant, v. pres., will withdraw from the business.

KANSAS CITY LETTER.

Mr. Carpenter of the Hall Baker Grain Co. is suffering from ptomaine poisoning.

P. E. Bowers, formerly with the Vanderslice-Lynds Grain Co., is now in business for his own account.

R. A. Wood of Goffe & Carkener, Inc., was married to Miss Conklin of Hutchinson, Kan., recently.

The Houston Grain Co. will be liquidated, and James E. Houston, head of the firm, will become connected with the Bruce Bros. Grain Co.

John H. Lynds, pioneer grain dealer, died on Nov. 15 at the age of 82. Mr. Lynds was a member of the firm of Vanderslice-Lynds Grain Co.

The Board of Trade team subscribed \$19,600 to the annual charity fund, which exceeded the quota of the exchange by \$2,100, and was the best record made by any team in the drive.

John Sick, aged 60 years, an employee of the Washburn-Crosby Co., died Nov. 6 from a fractured skull which he suffered when he fell 12 ft. from a lift in the company's mill on Nov. 4.

Alva W. Estabrook, several years ago proprietor of the Commercial Grain & Flour Laboratory, and flour inspector of the Board of Trade, was found guilty of sending a package of pancake flour containing arsenic, to Judge E. E. Porterfield. Because of an unfavorable court decision, Mr. Estabrook developed a hatred for Judge Porterfield and his family. He was sentenced to 15 years in the penitentiary.

MONTANA

Lewistown, Mont.—Mail addressed to the Lewistown Grain Co. has been returned marked "Unclaimed."

Musselshell, Mont.—We have taken over the elvtr. formerly operated by the Musselshell Mercantile Co.—Musselshell Co-op. Shipping Ass'n.

Hobson, Mont.—The Equity Co-op. Ass'n traded its old house to the Judith Mfg. Co. for the McCaull-Webster house.—R. Dale Woods, mgr., Equity Co-op. Ass'n.

NEBRASKA

Rising City, Neb.—The Farmers Co-op. Grain Co. is installing new scales.

Auburn, Neb.—G. W. Harmon is now in charge of the N. C. Sorenson Elvtr.

Hastings, Neb.—The Hastings Grain Co. closed its elvtr. four weeks ago.

Blue Springs, Neb.—The two-story frame flouring mill of Black Bros. is being torn down.

Marsland, Neb.—I am contemplating building a new elvtr. for the 1927 crop.—Geo. H. Young.

Lyons, Neb.—Wm. T. Heitschmidt of Lorraine, Kan., has bought the Farmers Elvtr. here.

Fullerton, Neb.—The T. B. Hord Grain Co. will close its house here about Dec. 1.—James F. Lambrecht.

Omaha, Neb.—Chas. H. Wright, sec'y of the Nebraska-Iowa Grain Co., was married on Nov. 11 to Miss Audrey Gorrell.

Harvard, Neb.—Ira J. Herring recently installed a 10-ton Fairbanks Auto Truck Scale for the Farmers Union Elvtr. Co.

Marion, Neb.—Herman Uring, who has been employed for the past five years as mgr. of the Equity Elvtr. Co., has resigned.

Saronville, Neb.—The Saronville Grain Co. will install a truck dump next spring.—John G. Anderson, mgr., Saronville Grain Co.

Fremont, Neb.—We recently built a 75,000-bu. elvtr. in connection with our mill.—F. M. Ross, pres. and mgr., The Fremont Mills.

Filey, Neb.—I am the new mgr. of the Nye & Jenks Grain Co.'s elvtr., succeeding A. E. Johnson, who resigned on account of ill health. I was formerly with this company at this station for eight years.—A. C. Mitchell.

Tekamah, Neb.—The six grain elevators and one lumber yard of the Latta Grain Co. have been disposed of and the business closed by trustee.

Nebraska City, Neb.—The 100-ft. steel smokestack at the Duff Grain Co.'s elevator crumbled and toppled over on the roof of the engine room below.

Lyons, Neb.—A. Moseman recently purchased the Farmers Elevator from the G. W. Little Estate. He will equip the elevator with motors to handle grain easier and quicker.

Hastings, Neb.—The Hastings Mills, a branch of the Nebraska Consolidated Flour Mills Co. of Omaha, has just completed a 60,000-bu. concrete elevator in connection with the mill and a 15,000-bu. steel tank.

Omaha, Neb.—At the first meeting of the new board of directors of the Omaha Grain Exchange the following officers were elected: Edw. P. Peck, pres.; E. W. Taylor, vice-pres.; O. E. Harris, vice-pres., and W. J. Hynes, treas.

Omaha, Neb.—At the annual election of the Grain Exchange on Nov. 10, E. P. Peck and W. J. Hynes were re-elected to succeed themselves on the Board of Directors, and W. T. Burns was elected to succeed Frank J. Taylor.

Powell, Neb.—J. B. and Leo Hathaway have begun suit in district court against the Powell Co-op. Co. which is declared to be a partnership and not a corporation. They ask for a receiver and accounting, and make all members of the company parties to the suit. The Hathaways were in charge of the elevator and four charges of embezzlement were filed against them and are yet to be tried. They claim an accounting will set them right.

Superior, Neb.—Ernest Bossemeyer, Jr., of Bossemeyer Bros., won the autographed photo of Queen Marie offered by broadcasting station KFAB at Lincoln for the best telegram received out of many thousands from all over the state, expressing the most fitting and sincere Armistice Day greeting and message to her Highness, the Queen of Roumania. Mr. Bossemeyer is the originator of the term, "Superior, the only Santa Fe Station in Nebraska."

NEW JERSEY

Jersey City, N. J.—The assessment of the Erie Elevator tract, located at the foot of Pavonia avenue on the Hudson River, by the state board of taxes and assessment as railroad property has been confirmed by the Supreme Court of New Jersey.

NEW YORK

Hamlin, N. Y.—The Hamlin Walker Produce Co. is out of business.

West Coxsackie, N. Y.—We have leased our property to Pierce & Hotaling for three years with privilege of buying.—H. E. Hood & Co.

Derby, N. Y.—Joseph T. Baldwin, grain broker here, was saved from being burned to death when he was aroused by his pet dog to find his home in flames.

Buffalo, N. Y.—The Leeson Grain Co., Inc., will take over the grain handling equipment of the Globe Elevator Co. on Dec. 1. The property taken over includes elevators, "B" and "C," grain drier, bleacher and molasses feed plants.—Leeson Grain Co., Inc.

Buffalo, N. Y.—The board of directors of the Corn Exchange made the following appointments in succession to the late W. E. Townsend, who occupied these positions at the time of his recent death: C. C. Lewis, director; James G. McKillen, treas., and F. G. Schonhart, member of the floor committee.

NEW YORK CITY LETTER.

Memberships on the Produce Exchange are selling at \$3,350.

Wm. H. Trafton, aged 69, well known in the grain trade, died on Nov. 15.

Robert G. Brandt is the new mgr. of the office of the Armour Grain Co. here.

Charles W. Chilcotte has become associated with Clark, Childs & Co. as mgr. of their grain dept.

Final proceedings in the matter of the Bolle-Watson Co., discharging the receivers, were had in Judge Hand's court Nov. 18.

Robert H. Rountree, until his retirement a few years ago of the most active traders on the Produce Exchange, died on Nov. 18 at the age of 95 years.

NORTH DAKOTA

Perth, N. D.—A small fire started in the office of the Imperial Elevator Co., doing slight damage.

Ryder, N. D.—The elevator of the Farmers Equity Elevator Co. was slightly damaged by fire on Nov. 13.

Buffalo, N. D.—A. E. Selander bought the Sorenson Elevator last year and Mr. Sorenson operated the house for him, but it is closed this year.—T. B. Gould, agt., Osborne-McMillan Elevator Co.

OHIO

Cridersville, O.—Reichelderfer & Graham have succeeded E. F. Reichelderfer.

New Hampshire, O.—The New Hampshire Grain Co. has installed a Sidney Corn Sheller.

Upper Sandusky, O.—We plan on increasing our capacity.—O. J. Nieker, mgr., U. S. Commission Co.

Bolivar, O.—E. N. Troyer has succeeded C. J. Pfau, who died recently, in business here.—Paul F. Pfau.

New Bavaria, O.—The Farmers Elevator was closed for a week so that necessary repairs could be made.

Celina, O.—We will install new feed grinders in our plants at Rossburg and Yorkshire.—The Buckland Mfg. Co.

Bascom, O.—The Bascom Elevator & Supply Co. has had the Sidney Grain Machinery Co. install a cleaner in its elevator.

Boardman (Poland p. o.), O.—The Boardman Supply Co. has installed a Hughes Ballbearing Vertical Batch Mixer.

West Jefferson, O.—The West Jefferson Elevator Co. is equipping its plant with a McMillin Wagon & Truck Dump.

Cleveland, O.—The 6-story elevator and mill of the Fairchild Mfg. Co. was damaged recently to the extent of \$10,000.

Ashville, O.—The Scioto Grain & Supply Co. has installed a McMillin Wagon & Truck Dump with Silent Chain Drive.

DeGraff, O.—The DeGraff Hay & Grain Co. has purchased the old school building here and will use it for storage purposes.

Gallipolis, O.—Neal & Faudree's flour mill, which burned several weeks ago, will be replaced by a similar structure soon.

Luckey, O.—The Luckey Farmers Exchange Co. has installed a feed grinder and power feeder. The Sidney Grain Machinery Co. did the work.

Woodstock, O.—The Ohio Grain Co. has installed a feed mill and other equipment. The work was done by the Sidney Grain Machinery Co.

Cavett, O.—G. C. Heist has purchased the half interest of H. G. Pollock in the firm of Heist & Pollock and will operate as G. C. Heist.

Shilon, O.—The Shilon Equity Exchange has purchased the old elevator, coal sheds and other buildings formerly owned by the late Dr. H. R. Noble.

Belle Center, O.—The Belle Center Hay & Grain Co. is installing a feed grinder, corn cracker and grader, and vertical mixer. The Sidney Grain Machinery Co. is making the installations.

Upper Sandusky, O.—The plant of the Upper Sandusky Flour Mills, owned by S. N. Clark, was destroyed by fire on Nov. 5 with about 3,000 bus. of wheat. Loss, \$50,000, partially covered by insurance. It is not expected that the plant will be rebuilt.

Hamilton, O.—The Carr Mfg. Co.'s plant was damaged by fire which originated in a dust collector. The loss will exceed \$3,000. The flour making department will be shut down about ten days, three machines on the fourth floor of the plant will be replaced, and other minor changes made.

OKLAHOMA

Hooker, Okla.—The elevator of J. A. Rich was damaged slightly by windstorm on Nov. 6.

Nowata, Okla.—A. R. and H. G. Moberly of Enid have purchased the elevator of Frank Spencer and will operate as the Moberly Feed & Grain Co. A. R. Moberly will be in charge of the business. A corn sheller addition is being built to the elevator by the Star Engineering Co.

Ardmore, Okla.—We have plans and detailed specifications completed for a concrete elevator of 150,000 bus. capacity.—Ardmore Mfg. Co.

OREGON

North Powder, Ore.—The Bidwell Evans Grain Co. will build a new elevator and storage plant.

North Powder, Ore.—A new grain elevator and storage plant will be erected by the M. & M. Co., to take care of bulk grain.

Pendleton, Ore.—Henry Collins, carrying his case to the federal circuit court of appeals, won a reversal of a judgment for \$20,000 obtained by the Morgan Grain Co. of San Francisco. The company was suing to enforce a contract it alleged Mr. Collins had made with it for stock in the Morgan Grain Co.

PENNSYLVANIA

Moscow, Pa.—J. E. Loveland and Chas. Wardell, who recently purchased the Moscow Mfg. Co.'s plant, are installing new machinery and equipment thruout the mill.

Philadelphia, Pa.—The Reading Co., which owns the Philadelphia Grain Elevator, has asked the interstate commerce commission to allow it to guarantee payment of a protected issue of \$3,000,000 in bonds by the latter company. The funds will be used to build a new grain elevator at Port Richmond.

Philadelphia, Pa.—A committee was appointed by the members of the Commercial Exchange to develop a plan to prevent the disposal of membership certificates in the outside market at a ridiculously low figure. Among the proposals was one by James L. King, a former president, which provides that upon the death of a member his certificate of membership shall revert to the Exchange upon payment of a death benefit to members of his family.

SOUTH DAKOTA

Humboldt, S. D.—The Farmers Elevator Co. has installed an attrition feed mill.

Rudolph, S. D.—The Rudolph Equity Exchange has repainted its elevator.

Holmquist, S. D.—The Farmers Elevator Co. has installed lightning rods on its two elevators.

Astoria, S. D.—The Farmers Elevator Co. has installed a ventilated motor with Hinkley drive.

Wagner, S. D.—J. J. O'Connell is mgr. of the elevator of J. J. Mullaney here. He was formerly mgr. of the J. J. Mullaney elevator at Dixon, Neb.

Presho, S. D.—We bought the H. A. Dixon property here at sheriff's sale. We will not reopen our Moberly office.—Bob Fruen, Fruen Grain Co.

Webster, S. D.—Floyd Robinson was severely injured at the Herman-Olson Elevator when his leg was caught in an engine, resulting in a compound fracture of the bone.

Parker, S. D.—The elevator operated by C. P. Vandewater was totally destroyed by fire on Nov. 21. This was formerly one of the elevators belonging to F. H. Hinrichs but later came into the hands of the W. M. Bell Co. of Milwaukee.

Ft. Pierre, S. D.—I severed my connection as mgr. of the Stanley Co. Co-op. Marketing Ass'n on June 1 and since that time I have been mgr. of the Ft. Pierre Produce House. Chris Sorenson succeeded me in my former position.—C. H. McMullen, mgr., Ft. Pierre Produce House.

Yankton, S. D.—The Farmers Union Co-op. Co. had financial troubles, and as I was one of the directors and endorser on its notes, I took over the elevator instead of letting it pass into the hands of the receiver. I am conducting the business under the name of "Farmers Elevator." I am building a new warehouse.—Robert Yaggie, mgr., Farmers Elevator.

SOUTHEAST

Wrens, Ga.—The Wrens Mfg. Co. is building a grain elevator.

Attalla, Ala.—The plant of the Alabama Mill & Grain Co. burned on Nov. 11.

Oak Ridge, N. C.—The plant of the Phillips-Wagoner Roller Mill, which burned last month, will be reconstructed soon.

Danbury, N. C.—Westfield Mfg. Co. incorporated; capital stock, \$50,000; incorporators, R. T. Joyce and Mrs. Alice Joyce.

Mobile, Ala.—The building of a grain elvtr. here will depend upon the State Docks Commission being convinced of the elvtr. handling enough grain to produce an earning of not less than 5% on the investment. Additional railroad connections with the middle west are believed to have increased the possibility of a grain elvtr.

TENNESSEE

Shelbyville, Tenn.—The Dixie Grain Co. will build additions to its plant.

McKenzie, Tenn.—G. W. Winsett has just completed the installation of new machinery in his mill.

Portland, Tenn.—Geo. W. Moore, owner of the Portland Mfg. Co. and the Portland Feed Co., has filed a petition in voluntary bankruptcy.

Memphis, Tenn.—Farrabee & Roberts Co. has been organized with \$15,000 capital stock by Walter M. Farrabee and A. C. Roberts, to handle feeds, grain and hay. Quarters have been leased in the plant of the Memphis Milling Co. and a corn sheller has been installed for a shell- ing department.

TEXAS

Leveland, Tex.—Bowers & Hill have installed a grist mill.

Spearman, Tex.—The elvtr. of Eugene Nighs- wonger has been closed temporarily.

Big Springs, Tex.—The farmers of Howard County are planning the erection of a grain elvtr. at this station.

Dalhart, Tex.—The Doggett Grain Co. of Dallas will construct a 40x80 ft. grain ware- house, of corrugated iron.

Breckenridge, Tex.—Frank Kell, pres. of the Wichita Mill & Elvtr. Co. of Wichita Falls, will open a large wholesale depot here.

Galveston, Tex.—The Bart Mfg. Co. incorpo- rated; capital stock, \$5,000; incorporators, Fred Bartzelme, W. L. Kothe and Julius Jockusch.

Houston, Tex.—Port Houston's \$1,000,000 grain elvtr. shows a loss in operation of \$8,109.17 up to and including Oct. 25. In the six months the elvtr. has been operating only two have shown a profit. For the six months operating expenses have been \$36,743.85. Revenue has been \$28,634.68.

WASHINGTON

Pomeroy, Wash.—Frank Cardwell and associ- ates bought the Pomeroy Flour Mills and will take possession Jan. 1.

Spokane, Wash.—Richard H. Stephens has been appointed sec'y of the Pacific Northwest Grain Dealers Ass'n, succeeding Howard N. Stockett, deceased.

Sedro-Wooley, Wash.—The Sedro-Wooley Grain Co. has been combined with Gould & Co. of Burlington, and the Gould Feed Co. of Con- way, and will be operated as Gould & Co. J. H. Howell, who has been owner of the Sedro- Wooley Grain Co. for several years, will be v. p. of the new company, and will remain in charge of the plant here.

Vancouver, Wash.—J. D. Roe of Forest Grove has purchased the flour mills from the North- ern Flour Mills Co., which have been idle for the past five years. The new owner will manu- facture cereals and coarse flours, including whole wheat, rye flour and corn meal. Dairy, stock and poultry foods will also be made. The machinery for making white flour will probably be disposed of.

WISCONSIN

Black River Falls, Wis.—The Riverside Mill & Elvtr. Co. has installed a feed mixer.

Beaver Dam, Wis.—I. K. Mayr will make some improvements to the elvtr. he recently bought from L. A. Peachey and will open for business in about 30 days.

MILWAUKEE LETTER.

The rate of interest on advances for Novem- ber at the Chamber of Commerce was fixed by the Finance Com'te at 6%.

The Donahue-Stratton Co. will install addi- tional machinery for drying grains and seed in its Rialto Elvtr. The new unit will have a capacity of 10,000 bus. daily.

Full loading operations started at Elvtr. "E" on Nov. 15, and there will be a public inspec- tion of the plant about Dec. 1. This elvtr. is leased by the Wisconsin Grain Elvtr. Co., a sub- sidiary of the Armour Grain Co. The elvtr. now has a capacity of 1,400,000 bus., including the new workhouse of 210,000 bus. equipped for drying and cleaning grains.

The steamer Townsend, 604 ft. long and 32 ft. deep, sailed from this port without a cargo, bound for Alpena, Mich., for a load of stone. The steamer had orders to load 400,000 bus. of wheat from Milwaukee elvtrs. for Buffalo, but marine authorities declared that the ship could not be floated after loaded around a turn on the Kinnickinnic River. Grain dealers and members of the Chamber of Commerce take the attitude that it would be better for Milwaukee and its marine business for the harbor commis- sion to protect and foster the business already at hand before spending public money on outer harbor improvements. It is claimed that the basin near the Kinnickinnic Elvtr. has not been dredged sufficiently to handle the larger Great Lake vessels.

WYOMING

Torrington, Wyo.—Rev. B. J. Minort, mgr. of the Eaton Grain Co., killed himself, his wife, and his four children on Nov. 15. One son was away at school, hence escaped the fate of the rest of the family.

Irregular Dealers Not to Be Molested.

The Federal Trade Commission on Nov. 5 ordered the Northwestern Traffic & Service Buro and the Northwestern Coal Dealers Serv- ice Buro to cease and desist from—

Supplying to I. C. Cuvelier, the Northwest- ern Publishing Co., or any other medium of publicity, information concerning sales made by particular shippers to alleged irregular trade, for the purpose of notifying so-called regular dealers of such sales and of compelling such shippers to discontinue such sales or to forego the patronage of the so-called regular dealers.

Preparing, publishing and circulating among shippers for the purpose of preventing anyone buying direct from producer or wholesaler, in- formation in the form of directories or other- wise to the effect that specified persons or con- cerns are recognized as entitled to buy direct from producer or wholesaler and that other per- sons, concerns, or classes thereof, are not so entitled.

Communicating with shippers suspected of selling to alleged irregular buyers for the pur- pose of tracing such transactions and prevent- ing further sales to them, or to others who supply them.

Stating or intimating to shippers suspected, accused or found guilty of selling to so-called irregular buyers that if such sales become known, the so-called regular dealers would withhold or withdraw their patronage.

Co-operating with other organizations of re- tail coal dealers and with organizations of wholesale shippers, for the purpose of confining the distribution of coal to so-called regular channels and preventing its distribution other- wise.

The complaint as to the publisher, I. C. Cuvelier, and his Northwestern Publishing Co. was dismissed. Presumably as publisher of the "Coal Dealer," Mr. Cuvelier may continue to publish such information as he can obtain regarding the activities of the irregular dealers in coal.

Apparently a trade directory, to gain the approval of the all powerful Federal Trade Commission, must list both regular and irregu- lar dealers without discrimination. The auto- cratic commission seems to have overlooked Bradstreets and Dun.

Opposition to any equalization fee plan for disposing of surplus crops was expressed by delegates at the recent meeting of the Na- tional Farmers Grain Dealers Ass'n at Washington. It was hoped that no measure of a compulsory nature would be enacted.

Saskatchewan Co-operative Wheat Pro- ducers, Ltd., deducted from the amount paid members, per bushel, 0.81c for carrying charges in country elevators, 0.38c for operat- ing expenses; 2c for elevator reserve, and 0.73c for commercial reserve, a total of 3.92c, in final settlement of the 1925-26 operation.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

A. T. & S. F. supplement No. 21 to tariff No. 7481-J, issued Nov. 11, further suspends sup- plement No. 14 to I. C. C. No. 9952 until Dec. 12.

Wab. supplement 11 to tariff J-9848, Ill. C. C. No. 660, effective Nov. 25, increases rates on flour between East St. Louis and Mitchell and Nameoki, Ill.

I. C. supplement 44 to tariff 601-J, I. C. C. No. A-10025, effective Dec. 18, contains certain reductions on corn and wheat rates from cer- tain stations in Iowa to Group No. 20.

A. T. & S. F. supplement 19 to tariff 5588-N, I. C. C. No. 10056, effective Dec. 15, gives special increased proportional rates on wheat, wheat flour, corn and linseed meal from Kansas stations to Kansas City.

E. B. Boyd supplement No. 20 to I. C. C. No. A-1644, Circular No. 1-S of Western Trunk Lines, effective Dec. 1, gives the latest rating on grain, grain products, seeds and carloads of articles taking the same rates.

C. & E. I. supplement No. 22 to tariff 625, I. C. C. No. 7, effective Dec. 15, permits inter- mediate application of rates to apply at points located west of the Mississippi River on the Frisco in Arkansas and Missouri.

C. & E. I. supplement 14 to tariff No. 60, I. C. C. No. 144, providing rules governing mill- ing and malting in transit privileges on grain and grain products at stations on the C. & E. I., effective Dec. 12, changes several rules, affect- ing particularly Evansville, Hazelton, Patoka, Sullivan and Vincennes, Ind., and Altamont, Ill.

C. & A. supplement 9 to tariff 1604-I, I. C. C. No. A-1797, effective Dec. 8, gives notice of the action of the Illinois Commerce Commission in permitting the provisions of Item No. 175-A, page 3 of supplement 3 to C. & A. tariff 1604-I, to become effective on Dec. 8. This applies to intrastate traffic. On interstate traffic the same item became effective on Dec. 19, 1925.

I. C. supplement No. 67 to 1537-G, supplement 66 to Ill. C. C. No. A-748, issued Nov. 3, resus- pends the effective date of rates on grain and grain products and articles taking same rates as shown in Item 255-B, pages 5 and 6 of sup- plements Nos. 55 and 57 to I. C. tariff 1537-G, supplements Nos. 54 and 56 to Ill. C. C. No. A-748, insofar as creating advances, until Dec. 8.

E. B. Boyd supplement No. 146 to Western Trunk Lines tariff 18-K, I. C. C. No. A-1357, effective Nov. 23, makes a correction of supple- ment No. 66 in connection with I. & S. docket No. 2240 (fifth supplemental order); of supple- ment No. 72 in connection with same (seventh supplemental order); of No. 59 in connection with same, further postponing effective dates until May 23, 1927.

C. R. I. & P. supplement 43 to tariff 22000-H, supplement 39 to I. C. C. No. C-11168, effective Dec. 1, gives new minimum weights on alfalfa meal, cotton seed hull bran, cotton seed hulls and seed, copra cake and meal and articles taking same weights, beet pulp (dried), articles named in Item 100 of tariff, and flaxseed. It also gives new routing instructions between certain cities in Iowa and Groups 1, 2 and 4.

C. R. I. & P. tariff No. 29329-G, I. C. C. No. C-11618, effective Dec. 1, gives local, joint and proportional rates on grain, grain products and seeds between Albright, Neb., Atchison, Kas., Council Bluffs, Ia., Kansas City, Kas., Kansas City, Mo., Leavenworth, Kas., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., Sugar Creek, Mo., and stations in Iowa, Kansas, Missouri and Nebraska, and stations in Illinois, Indiana, Iowa, Minnesota, Missouri, South Dakota and Wisconsin.

The Nebraska Wheat Growers Ass'n has been awarded one favorable decision at least. This was granted in the Chappell District Court against the Farmers Elevator Co. of that point for substituting inferior quality wheat when ostensibly making delivery of members' wheat. Damages amounting to \$2,410 were im- posed.

Grain Carriers

The surplus serviceable railway equipment for the period ending Oct. 31 was 45,148 box cars, 12,106 coal cars, and 81,011 all freight cars.—American Railway Ass'n.

St. Louis, Mo.—Rates on grain over the barge lines from here to New Orleans have been reduced from 14.4 to 11 cents per 100 lbs. No more room is available until late November.

Steamer "Brockton," carrying grain down the St. Lawrence to Montreal, went aground 20 miles east of Prescott, N. Y., on Nov. 11. The grain is being lightered to permit re-floating of the vessel.

Washington, D. C.—The increased rates on grain from Western North Dakota to Chicago and St. Louis over the Northern Pacific railroad have been suspended by the I. C. C. until Mar. 8.—P. J. P.

Grain and grain products were loaded into 50,003 cars during the week ending Nov. 6, an increase of 3,640 cars over the same week of 1925. Compared with the same week in 1924 it was a decrease of 4,762 cars.—American Railway Ass'n.

The C. M. & St. P. has issued a tariff effective Dec. 20, establishing thru rates on wheat and flour from Montana points over its rails and those of the Oregon-Washington R. & N. Co., to California, thru the Columbia River basin and Portland. These are on an equality with present rates via Seattle and Tacoma.

On petition of several carriers a hearing was conducted by the Interstate Commerce Commission in Kansas City on Nov. 11 to consider proposed revision upward of rates on grain and grain products between Kansas and Oklahoma. It was desired to eliminate a joint rate over the R. I. and Frisco lines. Milling and grain organizations protested alleging that increases named in the new tariffs were unreasonable, in some instances amounting to as much as 116% of the old rate.

In routing a shipment that passes over two lines where the buyer fails to reroute the shipment we urge that the routing be left with the agent for the company originating the shipment. Where routed by the shipper, he is liable to the line originating the shipment for the tariff rates and if an error has been made by the agent for the company quoting the rate, this does not relieve the shipper as the I. C. C. has held that the tariff rate quoted is the only rate and that the carrier must collect from the shipper for the rate quoted in the tariff, and unless payment is made the carrier must institute suit in the proper court of jurisdiction to recover.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

At the suggestion of the Interstate Commerce Commission examiner following the hearing at Wichita some weeks ago on the controversy between Kansas City and Wichita grain dealers over rail rates on export wheat moving from southern Kansas to the gulf, Charles W. Lonsdale, Kansas City, and L. H. Powell, Wichita, were appointed to discuss the matter and settle it, if possible, without going before the Commission. The grain men of interior Kansas are protesting the practice of railroads in carrying grain from southern Kansas to Kansas City, thence to the gulf at rates on a par with those for a direct haul. The appointees failed, however, to come to an agreement and the case will necessarily go before the Commission. Consideration will not be given it until next summer, tho' briefs must be filed before the 28th of November.

Fort Worth, Tex.—After a several days sitting at Little Rock, Ark., in controversy, the hearing over the lowering of rates on cottonseed products moved to Fort Worth. Southwestern cotton seed shippers are attempting to lower rates on their products shipped North and East. Practically all the railroads are involved and are fighting it vigorously, aided by the shippers and producers of the Mississippi Valley and Arkansas and Louisiana. The latter states want further increases in their differential over Texas and Oklahoma.—P. J. P.

Minneapolis, Minn.—Traffic men representing grain and milling interests of Minneapolis presented testimony at a late Interstate Commerce Commission hearing to show milling-in-transit privileges on grain from Dakota and Montana thru Minneapolis to Duluth over the C. M. & St. P. railroad would work to the greatest advantage of all concerned. They filed their request. Shortly thereafter the C. M. & St. P. published a new tariff eliminating free transit at points between Minneapolis and Moberly, S. D. The hearing was conducted by examiner W. M. Cheseldine.

Washington, D. C.—Arguments on the proposed 6c reduction in grain rates from western destinations to the east will go before the full Interstate Commerce Commission on Dec. 1. The M. & St. L. and the Soo Line had filed rates incorporating this reduction in time to be used on this year's crop, but objections raised by several cities of the middle-west caused the change to be postponed. A hearing was held in Minneapolis a few weeks ago, but failed to settle the controversy. Barring further postponement and the disapproval of the Commission, new rates will go into effect Dec. 21.

A petition has been addressed to the Interstate Commerce Commission by attorneys for southwestern railroads asking an investigation into the entire rate structure of the southwest on grain and grain products. Such an investigation would cover only the relationship of rates within the southwest, including Oklahoma, Texas, New Mexico, Arkansas, Louisiana, Kansas and Missouri. Carriers are hoping to bring order out of the chaotic rate developments which has resulted from complaints by shippers in recent years. Granting of such a hearing would mean reopening of several cases in which decisions have been given and the withholding of decisions in many pending cases.

Washington, D. C.—To prevent unjustified changes in freight rates to the detriment of American farmers, manufacturers and shippers, the Shipping Board announces it will bend its future action. A recent meeting with representatives of the Emergency Fleet Corp. considered certain phases of the increase in ocean freight rates. The Board has placed a large number of extra ships in service for grain and cotton shipments and other commodities which have suffered as a consequence of the ships being pressed into coal service. A total of 82 extra vessels have been designated and plans are made for the conditioning of 10 more. This gives the Board 326 vessels equipped for active operation.

Grand Rapids, Mich.—The Western Michigan Bean Ass'n was organized here during the last week of October to promote the mutual interests of elevator owners, operators, jobbers and managers, membership open to all in the field. This group will be affiliated with the Michigan Bean Jobbers' Ass'n. James Eardley of Rockford is pres.; Harry Dott of Kaleva is sec'y-treas.; the directors are: Frank Gerber of Fremont, C. H. Runciman of Lowell, A. F. Petrie of Pierson, E. A. Reamer of Cedar Springs and M. L. Stout of Orleans. Mr. Runciman was delegated to represent this body on the board of directors of the Bean Jobbers' Ass'n.

Ocean Grain Rates.

Liner companies in the Atlantic trade have just announced that an increase in general commodity rates will go into effect next month, owing to increased cost of operation. Grain, however, is never included in the list of commodities upon which rates are agreed between the companies. Grain always remains subject to competition. It is a very convenient stiffening freight for liners, or full cargo for tramps, and rates for it fluctuate with supply and demand. At times grain rates may run very high, but they quickly adapt themselves to conditions. High ocean freights on grain, provided they become general in all trades, are a much greater disadvantage to countries like the Argentine, Australia and India, than they are to Canada and the United States.—Grain Trade News, Winnipeg.

Grain Freight Rates Should Be Reduced.

Congress will meet in another month and again try to solve the farmers' problems. A reduction in grain rates of 25 to 30% would mean something. It would add 3 to 6 cents a bushel for the farmers of Illinois. The railroads are receiving too much compared with the value of the farm product. We selected two invoices at random from a large number and will give them as an illustration. One is a car of corn shipped from an Indiana point taking a 38 cent rate to New York. There were 88,200 lbs. loaded, for which the railroad received \$335.16 for hauling it to New York. The freight per bushel is 21¼ cents, while the farmer and the elevator man received but 66 cents for his product. At the average yield per acre it would require a 50 acre farm to produce this much corn. Figuring acreage at \$150 the farmer has an investment of \$7,500, for which he receives \$1,039.50 for a year's effort, while the railroad receives \$335.16 for hauling that product to New York, requiring a period of about seven days, and the shipper is required to load the grain into a car and the receiver to unload it at their own expense.—Southworth & Co.

Federal Regulation of Truck Lines Opposed.

Before the Interstate Commerce Commission at Washington, Mr. T. C. Atkeson, on behalf of the National Grange, said:

Any overextension of federal authority in this direction has what seems to us to be a double danger, first, of an unwarranted intrusion into a field which does not have legal justification, and second, that this will inevitably have an influence toward preventing state and local governments assuming their right and proper duty of policing, controlling, and regulating the use of the highways, or of relieving them from the duty to the detriment of those who have a first right and first interest in their use.

The argument that because the transportation of persons or property, or both over highways by motor trucks or motor busses is in competition with the business of the railroads and becomes interstate commerce cannot be maintained. The railroads are subject to federal legislation and make up what is the bulk of what we commonly call "interstate commerce." This fact does not make motor and bus traffic and transport in competition with rail traffic per se "interstate commerce." A railroad is not a public right of way. Because of this essential difference between the railroad and the highway, the comparison falls down.

Certainly, shifting of responsibility for situations of this character to Washington, with all that this involves of bureaucracy, distance, expense, and finally for the imposition and enforcement of orders which may meet one case, but which in the general nature of things must be uniform and uniformly enforced on every other community regardless of conditions, is hardly thinkable at this time.

The federal licensing of truck traffic seems to have found few proponents and less support and sponsorship. The National Grange does not believe that under present conditions in the development of long distance hauling on the highways there is any necessity for federal control.

A square rigged ship breasting a choppy sea ornaments the large 1927 wall calendar of the Edward R. Bacon Grain Co.

I. C. C. Activities.

Complaint has been filed with the Interstate Commerce Commission by the Nashville Grain Exchange that rates on hay to Nashville over the L. & N. and other lines are excessive and discriminatory.

I. & S. docket 2632, grain and grain products, Kansas and Missouri to Gulf ports, originally effective Aug. 24, and subsequently modified to be effective Nov. 1, has been further modified to become effective Jan. 30, 1927.

I. & S. docket 2779 suspends from Oct. 20 to Feb. 17 schedules as published in supplement 7 to I. C. C. 4664. These schedules proposed to increase grain and grain products rates from certain stations on the C. St. P. M. & O. in South Dakota to Omaha.

Newsome Feed & Grain Co., Pittsburgh, has filed complaint against the Pennsylvania and the P. & L. E. railroads charging violation of the first 3 sections of the Act on shipments of middlings cleaned and forwarded from its warehouse in Pittsburgh. Reparation is asked.

Complaint has been filed against the C. & A. by the Domestic Milling Co. of Kansas City, attacking rates on grain and grain products from points in Arkansas, Oklahoma, Kansas, Missouri, Nebraska, Colorado and Iowa to Kansas City and Marshall, Mo., stored or milled in transit and reshipped. Reparation is asked.

Arcady Farms Mfg. Co. vs. A., C. & Y., No. 18218, examiner recommended reparations because of the finding of combination grain and grain products rates from points in Illinois and points in Iowa and Missouri on the west bank of the Mississippi to destinations in central territory, applied on shipments made since Jan 24, 1923.

The Santa Fe and other western carriers are complained of by the Board of Railroad Commissioners of the state of Iowa in an attack on rates and charges in violation of sections 1 and 3 of the Act and also of the Hoch-Smith resolution on grain and grain products moving from points in Iowa to Colorado common points. Future rates are asked.

South Dakota's Board of Railroad Commissioners has filed complaint against several western carriers charging violation of sections 1 and 3 of the Act, and of the Hoch-Smith resolution on grain and grain products from points in South Dakota to points in Colorado, Wyoming, Utah, Nevada, California, Arizona, New Mexico and Oregon. Rates for the future are asked.

Complaint has been filed against several southern and western carriers by the New Orleans Joint Traffic Bureau, alleging attachment of rates violating sections 1 and 3 of the Act on grain and grain products moving from points in Colorado, Idaho, Kansas, Missouri, Nebraska, Nevada, Oklahoma, Oregon, Utah and Wyoming to New Orleans and points within the local terminal limits thereof.

Dismissal of complaint in No. 15721, Moore-Lawless Grain Co. vs. Mo. Pac. et al., was recommended by Examiner D. T. Copenhafer on a proposed finding that charges on wheat from Kansas City to various interstate destinations, accorded transit at Leavenworth, Kan., and Sweet Springs, Mo., were applicable and reasonable. The shipments moved during federal control. One shipment was found overcharged and the examiner recommended a refund to cover.

The State of North Dakota, doing business as the North Dakota Mill & Elevator Ass'n, the North Dakota Terminal Exchange and the Farmers Market Co-operative Marketing Ass'n, Grand Forks, N. D., has filed complaint against the Northern Pacific. It charges rates in violation of the first 3 sections of the Act, on grain moving between East Grand Forks, Minn., and its terminal house at Grand Forks. A cease and desist order, rates for the future and reparation is asked.

In docket 12366, Jno. W. Eshelman & Sons et al. vs. Director General, as agent, et al., the I. C. C. found defendant's transit rules and regulations unreasonable and prejudicial as applied to cottonseed meal shipped from Arkansas, the Mississippi Valley and the Southeast to Lancaster and York, Pa., for manufacture into mixed feed and then reshipped to destinations in New England and trunk line territories and points in Maryland, Virginia, North Carolina and South Carolina. Reparation and corrected rules were ordered.

Dismissal was ordered in No. 17670, Paris Flouring Co. vs. N. Y. C. & St. L. et al. The Commission found, by division 4, that rate charged on several carloads of corn from Chicago and Blue Island, Ill., and Hammond, Ind., to points in Maine in 1920 must have been reasonable since the complainant was unable to prove otherwise. No damage was shown due to existence of higher rates at that time.

Seldomridge Grain Co. of Colorado Springs, Colo., has filed complaint against the Santa Fe, alleging switching charges on grain and grain products in violation of section 6 of the Act. This was in connection with movement from Nebraska and Colorado points to Colorado Springs for storing or milling in transit, then reforwarded to points in Colorado, Kansas, New Mexico and Arizona. Reparation is asked.

Complaint has been filed by the Globe Grain & Milling Co. of Los Angeles against the A. T. & S. F. and other western carriers, contending present rates, rules and privileges on wheat and flour are in violation of sections 1 and 3 of the Act, from points in groups E, F, G, H and J in Colorado, Iowa, Kansas and Texas, to California points. It asks that the differential between wheat and flour be spread to not less than 11c per 100 lbs.

The Baltimore Chamber of Commerce has filed complaint against a large group of carriers alleging they are giving advantages and preferences to New York to the detriment of Baltimore in violation of section 3 of the Act. It asks rates 6c lower than the same rates to New York on export grain from differential territory, and 3c under corresponding rates to and from New York on export, ex-lake grain and other ex-lake commodities.

Embargo Imposed.

The following notice has been issued by W. H. Towne, supt. of transportation of the Boston & Maine railroad:

An embargo is placed by the Boston & Maine railroad, effective Nov. 8, in order to regulate the movement thru Hoosac and Mystic elevators, on all domestic grain and grain for export via the port of Boston, with the following exceptions:

1. Shipments covered by permits issued by C. W. Boynton, foreign freight agent, room 204, Grain and Flour Exchange building, Boston.
2. Shipments for public or private track delivery.
3. Shipments for delivery to other lines for movement via the port of Boston.

Texas Diversion Difficulty Arises.

A proposition has arisen in Texas for the canceling of paragraph (c), Item 135 of Texas Lines Tariff No. 32-E, and the establishment in its place of a rule stating that "When the reconsignment involves a backhaul or indirect service and the entire distance traversed is not greater than the distance at which the maximum common point rate is reached, the thru rate shall not be less than the mileage rate (single or joint line) for the short line distance from origin to substituted destination via the inspection point or points. When such short line distance exceeds the shortest distance for which the maximum rate applies, a charge of nine (9) mills per ton per mile will be made for additional service."

When a shipment is reconsigned more than once, under the provisions of such ruling, the short line distance from origin to final destination would be figured thru each inspection point in the order taken.

The carriers applied to the Texas Railroad Commission and the latter published its circular No. 7060, docket No. 2543, calling a hearing for Nov. 23 at Austin, Tex., on "Grain, seed, hay or straw, Inspection and Reconsignment Rules. Petition of Carriers to revise Indirect Service Rule."

The proposed change is considered very serious by Texas grain men, inasmuch as it would place restrictions on grain shipping in Texas that do not prevail in other states. It affects the shipper, the handler and the consumer, calling in many instances for double

rates, with consequent increases in costs. The traffic committee of the Texas Grain Dealers Ass'n is accordingly fighting the case in the interests of its members.

Railroads Must Serve Canal Terminals.

The decision of the Supreme Court of the United States, Nov. 22, upholding the order by the Interstate Commerce Commission requiring the New York Central Railroad Co. to furnish transportation between the Erie Barge Canal terminal at Buffalo and points on its lines and connections, if obeyed will remove one long-standing complaint of unfair discrimination.

The railroad companies competing at Buffalo for grain from the West have always discriminated against the water route, striving in every way to keep the entire haul for the rails.

The federal district court for the district of northern New York had held that the order exceeded the authority of the Commission.

HESS PNEUMATIC GRAIN DRIERS

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For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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Feedstuffs

Wilmington, Del.—Northern Oats Co. has been incorporated with \$260,000 capital stock, to manufacture cereal products.

San Francisco, Cal.—The stenciled insignia "Mil-Lac" has been filed by the Mil-Lac Co. under serial number 235,842 to be indicative of stock and poultry food.

San Francisco, Cal.—During the month of October San Francisco received 130 tons of bran, compared with 345 tons a year ago.—Jas. J. Sullivan, chief inspector, Grain Trade Ass'n.

Albert City, Ia.—O. B. Hesla, of Rembrandt, recently purchased a 60 h.p. Fairbanks-Morse Diesel Oil Engine and a J. B. Hammer Mill. He expects to erect a feed milling plant here soon.

New Hampton, N. Y.—A modern, high speed steel elevator for unloading carloads of bulk grain, has been installed by Benjamin Horton, feed manufacturer and dealer here for the past 14 years.

Owensboro, Ky.—The Rapier Sugar Feed Co. has obtained R. T. Kavanaugh, formerly with the International Sugar Feed Co., as its sales manager. Special efforts will be made to push its products in the south.

Cleveland, O.—A background of red and a background of green stripes have been filed by the Lake Shore Elevator Co. under serial numbers 236,759-60, respectively, to be indicative of manufactured livestock feeds.

Lawrenceburg, Ind.—Trade marks 237,245-6 have been filed by the Rossville Grain Co. to be indicative of cattle and poultry feeds. The first is the well-known good-luck sign of the Indians, the second is the word "Fortuna."

Mankato, Minn.—Hubbard Milling Co. has filed trade mark No. 236,752 to be indicative of stock feeds. It reproduces a drawing of "Mother Hubbard" and bears those words in white on a black band inclosing the picture.

Washington, D. C.—A hearing before the Food Standards Com'te on Nov. 30 will consider the methods of manufacture and composition of "cream meal" from corn with a view to establishing a definition and standard for the product.

Binghamton, N. Y.—A mid-winter convention will be held here on Feb. 22 and 23 by the Eastern Federation of Feed Merchants. The problems of a standard system of accounting, cash and credit differentials, and meeting direct selling will be covered.

Liverpool, Eng.—A long illness preceded the death of Wm. Alexander Lang, long associated with Tapscott, Lang & Co., Ltd., dealing in mill offals and corn products, on Oct. 20, at Bedford. For many years he was its managing director. He was one of the oldest members of the Liverpool importing trade.

The straight corn diet, which many hogs receive from one year's end to the other, lessens vitality, retards the development of the vital organs and bones, causes poor appetite and malnutrition. In one generation vigorous pigs of excellent type and breed, can be so injured in constitution by the ill use of corn, that they become practically worthless for breeding stock.—Staley's Hints on Feeding.

The Future Trading Com'te of the Millers National Federation appointed at the semi-annual meeting is composed of H. G. Randall, Chairman, Kansas City, Mo.; P. D. McMullan, Minneapolis, Minn.; C. M. Hardenbergh, Kansas City, Mo.; B. J. Rothwell, Boston, Mass.; C. B. Jenkins, Noblesville, Ind., and Sydney Anderson, Washington, D. C.

Proposed Kansas Gray Shorts.

Following the lead of Sec'y Smiley with his initiation of "Kansas Grows the Best Wheat in the World," the control division of the Kansas State Board of Agriculture has evolved a plan, acceptable to 95% of the Kansas millers, for obtaining a premium on the gray shorts produced in their plants. Excerpts from a bulletin issued by J. C. Mohler, sec'y of the Kansas State Board of Agriculture, outline the proposal.

For years Kansas mills have been producing gray shorts with a maximum of 5.5% fiber. Rather recently certain interests began a movement to increase the fiber allowance to 6.5%. At the 1925 meeting of the Ass'n of Feed Control Officials of the United States, there was officially adopted a standard of 6% fiber for gray shorts. In the interest of co-operation with feed control officials of other states and the ass'n as a whole, we have permitted the registration of gray shorts with a fiber guaranty of not over 6%.

To encourage a program of continued progress in Kansas' milling history, which has overcome so many obstacles in acquiring an enviable reputation throughout the world for the excellence of its products, and in order that millers who prefer to make a higher quality of gray shorts may not be compelled to compete unfairly with a lower grade under the same brand name, we propose a separate class to be known as "Kansas gray shorts," for the better commodity, with a guaranty not to exceed 5.5% fiber. We shall be glad to change accordingly, on request and without cost, the brand name of any gray shorts now registered with a guaranty of 5.5% fiber. The use of the brand name, "Kansas gray shorts," will differentiate between the better grade, which Kansas millers are, in the main, now producing, and the official 6% gray shorts.

Recognizing two grades of gray shorts it is obvious that no tolerance or excess of fiber in either grade can be allowed over the minimum guaranteed. In other words, the guaranties include the so-called tolerance.

A new regulation was adopted by the Kansas State Board of Agriculture at the same time to the effect that the brand name of a feed must not tend to mislead the purchaser with respect to any quality of the product. A brand name cannot be derived from any one ingredient in the feed. Among the requirements are

Each and every ingredient in the feed mixture must be stated.

The common English names of ingredients are to be used.

No ingredient may be used in amount of less than 3% unless the percentage is declared upon the label.

Manufacturers are given until July 1, 1927, in which to use their present stocks of tags, containers and other supplies before complying with the new regulation.

Ismert-Hincke Milling Co., Kansas City, Kan., in amended libels filed by the U. S. attorney for the Eastern District of Michigan, was charged with shipping 200 sacks of wheat middlings from Kansas into Michigan. A portion of the labeling read "A. B. C. Middlings Wheat Middlings with mill run ground screenings." Adulteration was alleged for the reason that it had been mixed and powdered in a manner whereby inferiority was concealed. The Ismert-Hincke Milling Co. appeared as claimant and entered denial. The court discovered that the grinding and powdering of the middlings improved the quality of the middlings and in no way indicated inferiority. A decree dismissing the libel was entered.

Adulteration and Misbranding.

Texas Refining Co., Greenville, Tex., shipped a quantity of misbranded cottonseed meal into Wisconsin, according to allegation in the U. S. District Court on May 27, 1926, when a \$150 fine was imposed.

Vernon Cotton Oil Co., Vernon, Tex., was alleged to have shipped from Vernon, Tex., into the state of Colorado 82 sacks of cottonseed meal labeled to contain not less than 43% crude protein, according to a libel filed by the U. S. attorney for the District of Colorado. A smaller amount was contained. The Vernon Cotton Oil Co. appeared as claimant and obtained the property by paying the costs and executing a bond in the sum of \$346.40, on the condition that the product be relabeled correctly.

F. W. Brode Corp. was alleged to have shipped 30 sacks of cottonseed meal from Shelby, Miss., to Walkersville, Md., in a libel filed by the U. S. attorney for the District of Maryland, charging misbranding. The article was labeled in part "Guaranteed Analysis Oil Brand 41% Prime Cotton Seed Meal * * * Protein (Min.) 41.00% * * * Nitrogen (Min.) 6.56%." A smaller amount of protein was contained. No claimant appearing for the article, judgment of condemnation and forfeiture was entered.

New Richmond Roller Mills Co., a corporation, New Richmond, Wis., was alleged to have shipped various consignments of white flour middlings from Wisconsin into Indiana, labeled in part "Doughboy * * * 100 Lbs. Fancy White Flour Middlings." The article was alleged to be misbranded, according to an information filed by the U. S. attorney for the Western District of Wisconsin, claiming ground screenings had been mixed and packed with the product. A plea of guilty was entered and a fine of \$100 imposed.

Childress Cotton Oil Co., Childress, Tex., was charged with shipping 200 sacks of cottonseed meal and 100 sacks of cottonseed cake from Texas to Denver, Colo., in a libel filed by the U. S. attorney for the District of Colorado. This was labeled in part "Chickasha Prime" Cottonseed Cake or Meal * * * Guaranteed Analysis: Protein not less than 43 per cent." Misbranding was alleged because a smaller proportion of protein was contained. Childress Cotton Oil Co. appeared as claimant and obtained the article by payment of costs and execution of a bond amounting to \$800.

Childress Cotton Oil Co., Childress, Tex., consigned 185 sacks of cottonseed meal and 200 sacks of cottonseed cake to Denver, Colo., where the U. S. attorney for the District of Colorado filed a libel praying seizure and condemnation of the products. The article was labeled in part "Prime Cottonseed Meal or Cake * * * Guaranteed Analysis Protein not less than 43 per cent." Misbranding was alleged because a smaller proportion of protein was contained. The products were ordered released to the Childress Cotton Oil Co., appearing as claimant, on payment of costs and execution of a \$500 bond.

Flory Milling Co., Inc., Bangor, Pa., was alleged to have shipped 180 sacks of cottonseed meal, in part to Hackettstown, N. J., in part to Washington, N. J., on or about Mar. 9 and 10, 1926, respectively, in libels filed by the U. S. attorney for the District of New Jersey. The article was labeled in part "Triangle Brand Cottonseed Meal * * * Guaranteed Analysis: Protein 43%." A smaller amount of protein was said to be contained. The Warren Beatty Estate and J. Kreidel appeared as respective claimants and obtained the product by paying the costs, executing bonds to the extent of \$750 and agreeing to relabel the product correctly.

Quannah Cotton Oil Co., Quannah, Tex., was alleged to have shipped 478 sacks of cottonseed meal and 100 sacks of cottonseed cake in part to Denver and in part to Colorado Springs, Colo., on or about Jan. 18 and Feb. 12, 1926, according to libels filed by the U. S. attorney for the District of Colorado, charging misbranding. The cottonseed cake and a portion of the cottonseed meal was labeled in part "Crude Protein not less than 43.00 Per Cent." The remainder was labeled in part "43% Protein Cottonseed Meal Prime Quality." Neither of the products contained such a quantity of protein. The Quannah Cotton Oil Co. appeared as claimant and obtained the property by paying the costs and executing bonds aggregating \$1,550, conditioned in part that the articles be properly relabeled.

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Sweet Feeds,
Mashes, Scratch,
Poultry, Horse,
Mule, Hog and
Stock

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Best
Ingredients
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GROUND OATS

Get in early and handle the

COMPLETE LINE

GREENDALE MILLS, Inc.

JOHN A. SHIELDS, Gen'l Mgr.
Lawrenceburg, Ind.

First Meeting of Southern Mixed Feed Manufacturers.

The first annual convention of the Southern Mixed Feed Manufacturers' Ass'n was held at Nashville, Tenn., on Nov. 9 and 10. The Andrew Jackson hotel was headquarters. A splendid program had been arranged by E. P. MacNicol, sec'y, and his com'te for the large attendance.

Reports showed that the uniform sales contract's principles are permanent sales policies with the members. The Ass'n went on record as unalterably opposed to other than arrival draft terms on feed shipments.

The proposed uniform system of cost accounting went over with a bang. It has been perfected to the point that all mills can use the same system with little or no extra expense for changes or maintenance. Some of the Northern manufacturers made the trip to Nashville especially because of this system and returned completely sold on it.

The Sec'y presented a plan for propaganda work that has for its impetus the present cotton situation. The project calls for creation of the Southern Livestock Council for the purpose of instituting an intensive publicity campaign to put a cow, some chickens and some pigs on every farm in the South. It was unanimously and enthusiastically approved by the Ass'n.

In his annual report, Sec'y MacNicol said:

Sec'y's Report

Our Ass'n has functioned unqualifiedly for the benefit of the feed industry as a whole. We have sought to fight the battles of no one individual to the exclusion of the others. Neither have we attempted any policies that might prove beneficial to one and detrimental to another.

The initial effort of the ass'n was based on the necessity for a uniform sales contract to eliminate long-time contract and price-guarantee evils.

Launched concurrently with the ass'n's constitution and by-laws the contract went into effect the first of the year. Adoption was general, even some non-members accepting its provisions and requirements as a logical piece of good business.

From reports received during the past few months we have every reason to believe that the uniform sales contract has become a permanent sales policy. Where a great many mills heretofore sold on contracts of from 90 days to 5 months or more, the uniform 60-days sales contract has proven so efficacious that there is now a disposition on the part of the manufacturer to limit sales to not more than 30 days.

I am pleased to report that to date not one single complaint has reached my office wherein one member has violated the provisions of this sales contract to the detriment of another member.

Our service is susceptible of considerable expansion. At present we have concerned ourselves with the dissemination of information on general subjects appertaining to the feed industry and which merited the personal consideration of the individual member. We have gleaned general information from trade journals, newspapers, court decisions and personal files of the members, making our reports as brief as possible without sacrificing essential details.

Our confidential trade information reports, taken directly from members' files in specific cases, have undoubtedly saved some of our members money. These for the most part recited contract violations by dealers and jobbers, and have the effect of putting the rest of the membership on guard against jackleg buyers.

In conjunction with our bulletin service and confidential trade reports, I have endeavored to make my office a clearing house for complaints from the membership. For the most part very few complaints of any nature whatever, other than scattered reports on the failure of some members in certain instances to induce buyers to complete contracts, have been filed with this office.

Your executive com'te is now concerning itself with the various state taxes on feeds. It is quite probable that in states where tax receipts are being applied to uses other than specified in the tax-levying legislation, some effort will be made shortly to remedy this abuse.

We are keeping a close watch on legislatures in order to see that no unjust legislation, that would discriminate against or would be inimicable to the feed business, is put thru. We understand that some adverse legislation is very likely to be introduced in the Arkansas legislature in January, and will watch possibilities in that state closely.

Publicity extension has commanded a great deal of your sec'y's attention. It is the main objective of our ass'n, so far as education is concerned—that is education of the members as to better methods of conducting business and education of the feeder to the use of commercial mixed feeds as an economic necessity.

Our initial endeavors have been along the lines of Weekly Radio Feed Talks over Station WMC, the Memphis Commercial Appeal.

Copies of our radio feed talks are mailed out every week to more than 100 mills and to feeders who have requested being put on our mailing list. A number of the mills think so well of these talks they are using them as text papers in schools of instructions for their own salesmen.

With the end in view of exchanging cost information among the membership, your executive com'te appointed a cost accounting com'te, made up of cost experts in the employ of member mills, to consider and submit a basic plan for a uniform system that would be applicable and flexible enough for general adoption among all members. Its efforts resulted in a very explicit and practical plan, as a basis, for this uniform system of cost accounting. Every phase of the industry touching the subject was considered. The results of the committee's efforts were whipped into concrete form and submitted to your com'te's executive com'te, which in turn placed the proposed system and recommendations of our cost accounting com'te in the hands of a firm of national accountants for criticism and consolidation.

The Ass'n was addressed Tuesday morning, Nov. 9, by Dr. J. W. Sample, of Nashville, one of the South's leading feed control officials. Citing difficulties encountered in feed inspection thru lack of sufficient operating finances, Dr. Sample urged adherence to quality ingredients.

Several matters pertinent to the feed industry were brought up for open discussion at the executive com'te meeting, Wednesday morning.

Applications for membership from the Universal Mills at Fort Worth; Quaker Oats Co., Memphis and Chicago; Ralston-Purina Mills, St. Louis, were received, and the mills unanimously elected to membership.

The report of the treas. showed the Ass'n with 100% membership and paid-up dues, and a surplus in the bank.

Among resolutions adopted was:

Resolutions.

Whereas cost experts in the employ of several mills that are members of this ass'n spent considerable time and much pains in formulating plans for a basis on which to establish a probable system of uniform cost accounting, therefore

Be it resolved that the thanks of this ass'n is hereby tendered the Royal Feed & Milling Co., the Happy Feed Mills, the Grain Belt Mills and the International Sugar Feed Co. for loan of the services of their employees in this connection, and

Whereas the present cotton situation warrants the serious consideration of cotton for jute containers wherever it is feasible and whereas it is desirable to increase the consumption of cotton, therefore

Be it resolved that the members of this organization pack their products in cotton containers and use their influence in extending this practice as far as possible.

Expressing the belief that it was poor policy to swap horses in mid-stream, the nominating com'te recommended re-election of all officers. E. G. Olden, Jr., was the only nominee to fill the vacancy on the executive com'te. Recommendations were unanimously adopted and the 1927 officers are J. B. Edgar, Memphis, pres.; Geo. G. Keith, Nashville, vice-pres.; Will Hall, Memphis, treas. Executive Com'te: Pres. and vice-pres., ex-officio, E. E. Wilkinson, Birmingham, Ala.; C. B. Fretwell, Spartanburg, S. C.; E. E. Laurent, Clarksville, Tenn.; C. P. Woolverton, South St. Joseph, Mo.; C. W. Whyte, Pine Bluff, Ark.; W. R. Smith-Vaniz, Memphis, Tenn.; E. G. Olden, Jr., Jackson, Miss.

Adjourned sine die.

A newly invented plow turns under the corn stalk, thereby eliminating further corn borer life therein. This equipment is undergoing rigid tests in Indiana.

Sterilization of whole wheat flour has been perfected by a flour blending company of Kansas City, Mo., so that it will keep free from insects for several months.

Clark's Decimal Wheat Values

(Fourth Edition)

Is a book of 38 tables, which reduce any weight from 10 to 100,000 pounds to bushels of 60 lbs. and show the value at any price from 50 cts. to \$2.39.

Each table is printed in two colors, pounds and rules in red, bushels and values in black. All figures are arranged in groups of five and divided by red rules to expedite calculations.

These tables have the widest range of quantity and price, are so compact and so convenient no Wheat Handler can afford to attempt to do business without them. By their use you prevent errors, save time and avoid many hours of needless figuring.

These tables can be used with equal facility in determining the number of bushels and the value of Wheat, Alfalfa Seed, Clover Seed, Canary Seed, Beans, Grapes, Peas, Split Peas and Potatoes.

Printed on linen ledger paper, 40 pages, bound in vellum, size 9x11½ inches, shipping weight 1 pound.

Price \$2.00.

Order Form 33X.

Grain Dealers Journal

309 S. La Salle St.

Chicago, Ill.

Cipher Codes

Universal Grain Code: The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

Robinson Telegraph Cipher Code: With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

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Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

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GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Supreme Court Decisions

Insurance—In order to constitute a cause of action in a suit on a fire insurance policy, it is necessary to allege the value of the property at the time of the fire, and, where grain is insured against loss by fire while in the barn and cribs, the location of the grain at the time of the fire must be alleged.—*Aetna Ins. Co. v. Hughes. Supreme Court of Oklahoma. 249 Pac. 908.*

Confirmations—Where contract for purchase of grain was executed by wire, additional term, sought to be added by purchaser in letter of confirmation as to place under contract where differences were to be due and payable, held ineffective, and no basis for fixing venue of action upon contract.—*Smith Grain Co. v. H. H. Watson Co. Court of Civil Appeals of Texas. 285 S. W. 868.*

Railroad Bound by Agreement to Pay Loss—Where railway reshipped matches to shipper under agreement that he was to recover lost profits and difference in freight as damages from railway for its delay, subsequent resale of matches at regular prices is immaterial in determining railway's liability for loss of profits under agreement.—*Pennsylvania R. Co. v. Ault Woodware Co. Court of Appeals of Ohio. 153 N. E. 86.*

Pure Seed Law Not Applicable to Civil Contracts—Chapter 138, Laws 1919, known as the Pure Seed Law, is a regulatory and penal statute, designed primarily to protect the citizens of this state from the propagation and spread of noxious weeds and plants through their intermixture with agricultural and garden seed, and none of its provisions were intended to, or do, create any new rule of civil liability for breach of express or implied warranty in the sale of personality.—*Mangelsdorf Seed Co. v. Busby. Supreme Court of Oklahoma. 247 Pac. 410.*

Trade in Futures Not Gaming Contract—An agreement for the purchase and sale of cotton "on margin, commonly called dealing in futures, when the intention or understanding of the parties is to receive or pay the difference between the agreed price and the market price at the time of the settlement," though it is an agreement which is condemned by Civil Code 1910, § 4258, as unlawful, is not a gaming contract in the sense and meaning of Civil Code, § 4256, to the effect that money paid upon such consideration may be recovered back from the winner by the loser, under certain conditions stated.—*Lasseter v. O'Neill. Supreme Court of Georgia. 135 S. E. 78.*

Landlord's Claim on Crops—Under section 7366, Comp. Stats. 1921, a landlord is entitled to an attachment on the crops grown by his tenant whether the rent be payable in money or other things, in case the tenant has within 30 days removed, or is removing, or intends to remove, his property or crops, or any part thereof, from the leased premises, and neither the intent of the tenant in removing, nor the distance, nor the place to which the crops or portions thereof or other property is removed, is material. It is the removal or the intent to remove which is the justification for the attachment.—*Abbott v. Nail. Supreme Court of Oklahoma. 249 Pac. 928.*

Acting under the authority vested in the Sec'y of Agriculture 5 years ago, Sec'y Jardine, for the first time, has decided the commission rates charged in the Omaha stock yards are too high and has ordered 68 commission firms to lower their rates in the face of a demand for increases. His power to force a reduction is doubted.

Collection of Freight from Warehouse Company.

The Cullen Wholesale Grocery Co., Omaha, Neb., then insolvent, delivered a carload of sugar to the Union Pacific Railroad Co., for shipment to St. Paul, Minn., on an S/O B/L notify Central Warehouse Co. On arrival the Chicago, Rock Island & Pacific delivered the carload to the Central Warehouse Co. on surrender of the B/L. The freight was not paid, and the Rock Island brot suit.

Defendant Central Warehouse Co. alleged that the B/L recited that the shipment was prepaid, and it had handled the shipment in reliance upon such statement in the B/L.

The U. S. District Court of Minnesota, in deciding against the warehouse company, July 30, 1926, said:

The only question to be determined is whether the defendant in this case is liable to pay the freight charges, and about that there can be no doubt under the decisions in Pittsburgh, Cincinnati, Chicago & St. Louis Ry. Co. v. Fink, supra, and New York Central & Hudson River Ry. Co. v. York & Whitney Co., holding that, if a shipment is accepted, the consignee becomes liable, as a matter of law, for the full amount of the freight charges, whether they are demanded at the time of delivery or not until later. At the time the defendant in this case accepted the shipment in question, it became liable for the carrier's lawful charges. The carrier had no power to agree to waive those charges. There was nothing which it could say or do which would create an estoppel, which would prevent its performing its duty of collecting them. The case presents another instance of individual hardship caused by the policy of the government as expressed in the Act to Regulate Commerce (Comp. St. § 8563 et seq.), in order to secure uniformity of charges for transportation and to prevent discrimination.

For the foregoing reasons, the demurrer must be sustained. It is so ordered.—14 Fed. (2nd) 123.

Kansas Rentals for Elevator Sites Affected by Iowa Decision.

In discussing the decision of the Supreme Court of Iowa (published on page 562 of the Grain Dealers Journal for Nov. 10th) denying the state the right to fix rentals for elevator sites on railroad rights of way, Sec'y Smiley of the Kansas Grain Dealers Ass'n says,

As the law on our statute books was taken from the Iowa law, it is highly probable that the carriers operating in this state will now attempt to advance rentals for industries located on their right of way. The R. I. railroad company during the current year through the land commissioner, has attempted to increase rentals on all leases expiring or where transfer of property has been made, from 50 to 100%. In every instance we have advised clients to refuse to sign lease contracts in which there is a provision for material advance in rental charges.

We still recommend that shippers located on railroad right of way, where demand is made by the carriers for an increased rental to refuse to sign such contracts as they cannot under the statute dispossess you of the land on which your industry is located without first taking the matter up with the Public Utilities Commission of this state, asking for a hearing before the Board, the Board having the authority under the act to determine the value of the land on which the rental is based.

It is possible that other state courts might render a different decision than that of the Iowa Supreme Court and at any rate it will be a year or more before the Supreme Court of Kansas will hand down its opinion even if the carriers appeal from the decision of our Public Utilities Commission. It seems passing strange that the I. C. C. has never made a ruling as to

the value of real estate leased by carriers to industries located on their railroad right of way. As far as we know, the only ruling that the commission has ever made is that the lessor must charge interest at the rate of 6% on the value of the property leased, but in no instance have they attempted to determine the value of such property. It is unjust and unfair to the industry owners to be compelled to pay a rental, the value being fixed by the carriers.

Supply Trade

People may discount your advertising some if it states only the truth, but they will surely discount it if it overstates.

New Haven, Conn.—To maintain a closer contact with their friends in this territory, and to service better its increased amount of business here, Link-Belt Co. has established temporary headquarters at 152 Temple St. R. H. Hagner, formerly of the Philadelphia office, will be in charge.

Brocton, N. Y.—The Huntley Mfg. Co. has finally transferred the last of its equipment and offices from Silver Creek, N. Y. Brocton will now be the permanent address of the company. The complete line of "Monitor" machinery will now be made and shipped from this city, which has superior shipping facilities.

Washington, D. C.—President Coolidge in an address here last night said, "The pre-eminence of American industry, which has constantly brought about a reduction of costs, has come very largely through mass production. Mass production is only possible where there is mass demand. Mass demand has been created almost entirely through the development of advertising. In former days goods were expected to sell themselves. Modern business could neither have been created nor can it be maintained on such a system. . . . It is not enough that goods are made, a demand for them must also be made. It is on this foundation of enlarging production through the demands created by advertising that much of the success of the American industrial system rests."

Boston, Mass.—The collection of dust by air suction has been so controlled by rule of thumb methods of design that it is refreshing to read the new catalog No. 291 of the B. F. Sturtevant Co., fully illustrating and describing what has become the standard practice in handling dust from grain elevators and all other industrial plants. Part II of this catalog is devoted exclusively to data covering design and application of collecting systems, the 24 large pages of data explaining how to find size of fan to use, size of main pipe at each point, diameters of branch pipes, how to find suction, volume, r.p.m. and horse power for any system, cubic feet of air handled per minute thru hoods, materials and style of construction, with numerous full page tables on velocity, volume and horse power when air under pressure is escaping; pressure and power lost by friction in pipes, for all sizes of pipe from one inch in diameter to 60 ins.; weight of pipe and elbows; making this 70-page book invaluable to engineers and grain elevator operators. It will be sent gratis to readers of the Grain Dealers Journal on application to the company at Hyde Park Station, Boston, Mass.

Approximately 176,000,000 acres of arable land in the three prairie provinces were not in crops this year, according to figures recently compiled by the Dominion Government of Canada.

Taking agriculture as a whole, the crop year 1925-26 showed an approximate net return on the value of the capital invested of 4.6%. Class I railroads in the Western District for the first 9 months of 1926 had a net railway operating income of \$311,852,604, which was at the annual rate of return of 4.46% on their property investment.

Grain Claims Bureau, Inc.

19 So. La Salle St. Chicago, Ill.

Audits for purpose of recovering your freight claim losses will cost you nothing. We will not fail to fully protect your interests. Our charges will never exceed 33 1/3% of amount recovered; frequently less. We would like to serve YOU.

W. S. BRAUDT, Pres. and Treas. HARRY J. BERMAN, General Counsel

Seeds

Montreal, Que.—During October Montreal received 77,100 bus. of flaxseed compared with 95,592 bus. a year ago.

Buffalo, N. Y.—Geo. E. Goetz died after a prolonged illness, at the age of 65. He was a partner in the seed business of Goetz Bros.

St. Louis, Mo.—Approximately \$10,000 worth of damage was suffered by Prunty Seed & Grain Co. as a consequence of a fire in an adjoining building.

Des Moines, Ia.—The Geo. P. Sexauer & Son branch has been removed to larger and more commodious quarters with increased storage and handling facilities.

St. Louis, Mo.—A 7-story building with a front of 50 feet on Main Street has been purchased by the Mangelsdorf Seed Co. Extensive alterations are planned.—P. J. P.

Mechanicsburg, O.—The properties of the old Wing Seed Co., more recently known as the defunct Ohio Seed & Products Co., have been purchased by O. M. Scott & Sons, seed merchants of Marysville.

Clarinda, Ia.—The new 3-story, 42x80 ft. warehouse of the A. A. Berry Seed Co. has been completed and storing of seed has been started. Its old building was demolished by a tornado last June.

Lindsay, Ont.—Spratt & Kellen, in the seed and grain business for 52 years, has been dissolved. The properties have been taken over by R. P. Spratt, who will continue to operate the business as in the past.

Kansas City, Mo.—Early completion of the improvements and enlargements to the properties of the J. G. Peppard Seed Co. is expected. Six new mills are being added to the present cleaning equipment and the storage and cleaning space doubled.

Hastings, Nebr.—Plans are being laid by the N. Bonahoom Seed Co. for the construction of a 3-story and basement brick plant and warehouse with capacity for handling and cleaning 250 bus. of seed per hour. It will be fully equipped with cleaning and sacking machinery. The present plant has capacity for handling only 60 bus. per hour.

Kansas City, Mo.—Extensive improvements are being made by the Standard Seed Co. It has leased a 3-story and basement building with 10,000 sq. ft. of floor space, which doubles its warehouse and cleaning capacity. Two new cleaning mills are being installed to replace the present equipment. This plant will supplement the present location.

Washington, D. C.—Movement of timothy seed has been very slow for 2 weeks. Up to November 2, approximately 75% of the crop had left growers' hands compared with 85% last year and 75% two years ago. Movement has been slowest in southern Minnesota, Northeastern Iowa, and Illinois and fastest in northwestern Missouri, southwestern Iowa, and eastern South Dakota.—Buro of Agricultural Economics, U. S. Department of Agriculture.

Smooth wheats outyielded the bearded sorts in the variety tests at the Ohio Experiment Station. The seven-year average yield of fourteen of the best bearded varieties was 34.3 bushels and of fourteen smooth varieties 35.6 bushels per acre. The highest average yield of a bearded variety was 36.7 bushels; the highest smooth variety 38.1 bushels. The lowest yielding bearded sort averaged 29.7 bushels; and the lowest smooth 32.6 bushels. When the twenty-eight varieties are placed in order of yield, the six at the top of the list are all smooth.

Louisville, Ky.—Judge Charles J. Dawson has appointed the United States Trust Co., of Louisville, as Federal receiver for local properties of the Woods-Stubbs Co., on application of D. A. Sachs, Jr., representing the Organization. This was done to permit complete reorganization.

The correct tariff treatment of niger seed imported from England, was involved in a decision just delivered by the United States Customs Court. A protest had been filed by T. E. Woodhull of San Francisco. The importer claimed the seeds in question were entitled to free entry under paragraph 1622 of the Tariff Act of 1922, as vegetable substances, crude or manufactured, or under paragraph 1626 as an oil bearing seed, or dutiable at 2c per lb. as grass seed. Judge Waite denied these claims, affirming the collector's classification as field seed not specially provided for, under paragraph 762 of the 1922 Act, and the rate of 6c per lb. stood.

Colorado Ass'n Meets.

The annual meeting of the Colorado Seedsmen's Ass'n, scheduled for Nov. 19 at Colorado Springs, was called to order in the Chamber of Commerce Building by the pres., C. R. Root, at 9 a. m.

A number of interesting discussions followed the report of the sec'y-treas., C. I. Simpson. Among them was the "Retail Seed Business as Viewed by the Wholesale Grower"; "What a Seedsmen's Overhead Should Be," and "Catalogue Description."

The excellent attendance reported it a very beneficial meeting.

Western Seedsmen Meet.

The Western Seedsmen Ass'n held its 27th annual fall meeting in the Doric room of the Hotel Baltimore, Kansas City, on Saturday, Nov. 20. The attendance of over 60 thoroughly represented the territory and indicated the interest of the members in co-operation for mutual benefit. The first session was called to order at 10:00 a. m. by Pres. Wilhelmi, following the introduction of visiting seedsmen.

The part that service plays in building up of the seed business, which is the ground work of agriculture, constituted the theme of Pres. Wilhelmi in his annual address, he stressed the importance of seedsmen attending their conventions and working together for mutual benefit.

Sec. Cummings read the minutes of the last meeting.

J. C. Leonard, Chicago, spoke briefly, saying he was glad to be at the convention not only as president of the national ass'n but also as a seedsmen. He brought to the minds of his fellow seedsmen the necessity for thoro knowledge of costs.

List Peppard welcomed the delegates on behalf of Kansas City. There followed a number of short talks by members of the seed fraternity, with optimism as the keynote of all.

At 12:30 the meeting adjourned for luncheon as guests of the organization.

J. C. Mohler, Sec'y of the Kansas State Board of Agriculture followed the luncheon with an address bringing to the minds of those present the desire of the state authorities to co-operate with the seedsmen, the fundamental importance of the trade and the operation of the Kansas Seed law.

James T. Bradley, vice-pres. of the Commerce Trust Co. of Kansas City, gave a short talk indicating that general business conditions are good. Railroads are hauling more freight than ever with more profitable rates and the country is suffering little from unemployment. The afternoon session was devoted to garden seed, conditions of stocks and an estimate of available supplies. At 5:00 o'clock the meeting adjourned *sine die*.

Members and guests met at the Kansas City club for dinner on the invitation of J. G. Peppard Seed Co., and Rudy-Patrick Seed Co. C. C. Massie acted as toastmaster and a very entertaining time was enjoyed by all.

Hearing on Staining Alfalfa Seed.

A hearing was held by the United States Department of Agriculture at Washington, D. C., on November 15 to determine whether or not South American alfalfa seed should be stained as adaptable or unadaptable for United States planting. Argentina furnishes the bulk of alfalfa seed imported into the United States. This amounts to about 5,000,000 lbs. a year Dr. Wm. A. Taylor, of the Buro of Plant Industry, presided.

Mr. Westover of the Buro testified that the Northeastern and Lake states use most of the imported alfalfa seed and the South American seed is unadaptable for their growing. Tests conducted in 25 states showed 15 in which results were wholly unfavorable, California being the only one where good results were obtained and even there domestic seed yielded best. Further testimonies to the same effect were given by Chester H. Gray, C. F. Barnum of the Federal Seed Service, Professor Cox of the University of Michigan and Professor Hughes of the Iowa State College.

Manual S. Durand of the Argentine Embassy at Washington, contended that staining of South American seed would constitute an embargo.

He stated that Argentine seed was adapted to southern states and therefore was in the same position as seed from Canada which is adaptable for use only in the northern states. For this reason he contended South American seed should be stained another color instead of the warning red. He was supported by Charles T. Boyes and W. P. Wood.

Written testimony was permitted to be filed until November 20, and after reviewing the case the Department will issue a decision.

London, Nov. 18.—The vote on ending the coal strike is a farce. Altho a majority of 100,000 rejected the proposals, the vote did not include the ballots of 366,000 miners who had gone back to work.

GRAIN DRIERS

for

**COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.**

ROTARY DRIERS

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MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

WILLEY-ELLIS CO.

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210 N. 13th St., Philadelphia, Pa.

Insurance Notes.

When the owner discovers his elevator on fire he is sorry the insurance inspectors did not demand that he place ten barrels of calcium chloride solution on each floor.

A workman's compensation act indorsed by a majority of the industrial and business and labor interests was adopted by Missouri at the Nov. 2 elections. No legislation of that character had been in effect in Missouri prior to that time.

A postponement of the insurance hearing until next March has been obtained. Meanwhile we are very anxious to obtain reports on insurance premiums from the Texas dealers, as these will be invaluable in the obtaining of lower rates for the trade.—H. B. Dorsey, sec'y Texas Grain Dealers Ass'n.

Damage to the extent of \$500 on a lot of beans stored in an elevator at Lambs, Mich., is the focal point in a suit brought against the Hartford Fire Insurance Co. by Stephen Bruin. The latter declares he insured the beans for \$1,000 and they were damaged to the extent of \$500 by fire at the elevator on May 19.

Self-inspection cards are read by the home office, as any elevator operator will learn if he jots down an answer calculated to arouse the headquarters, as E. K. Sowash of Indiana did recently, when he noted "Yes" in reply to the question "Is smoking permitted about the elevator?" Anxious inquiry by the Grain Dealers Fire led to the information that smoking was not permitted, but that Mr. Sowash had caught himself several times in the past 29 years going from the office to the elevator with a stogie in his mouth. Taking his conscience as his guide Mr. Sowash had answered "Yes."

Local taxation of outside insurance companies was hit by the Supreme Court of the United States in a decision Nov. 23 reversing the Supreme Court of Illinois in the Cook County corporations tax case. The U. S. Supreme Court held that corporations organized in other states must be treated like domestic corporations for purposes of taxation. Cook County started the action by imposing taxes on the net receipts of certain fire, marine and inland navigation insurance companies not incorporated in Illinois. The Hanover Fire Insurance Co. protested the tax, lost its case in the Supreme Court of Illinois and is now successful. The case involves taxes exceeding \$30,000,000.

Chicago, Ill.—Notice is issued by Thomas J. Peden, Master in Chancery of the United States District Court for Northern Division of Illinois, Eastern Division SS that all claims against the assets of the defunct Integrity Mutual Casualty Co., now in the hands of receivers, by creditors or policyholders are to be referred to him. Such claimants are to file with him verified statements of the natures, dates of accrual and amounts of their respective accounts, debts, claims, or demands on or before May 15, 1927. Any such claimants will be given 30 days following in which to file an answer to any claims by other claimants for prior consideration and may contest such asserted lien, priority or preference. All claims, accounts, debts, or demands referred to in the decree should be filed with Thomas J. Peden, master in chancery of the mentioned court, at his office, room 1709, 139 North Clark St., Chicago, Ill., on or before May 15, 1927.

Insurance for Elevator Co. Employees.

The St. Anthony and Dakota Elevator Co. of Minneapolis has adopted a co-operative group insurance program providing its employees with life insurance, in excess of \$400,000, and liberal weekly benefits under the terms of a health and non-occupational accident policy. Included in the plan is a visiting nurse service.

The co-operative basis on which the group plan is being underwritten is one of its principal features. By this method, employer and employees jointly pay the premiums.

The amount of life insurance an individual employee receives is determined by the size of his salary and ranges from \$1,000 to \$3,000. An employee in the main classification covered is insured for \$1,000. The health and accident policy guarantees him \$10 weekly benefits, if he becomes unable to work, due to sickness from any cause, or injury received while off the job. These benefits will continue for a maximum of twenty-six consecutive weeks.

In addition to creating death benefits for the family or other dependents of an employee, the life insurance provides the employee himself with a temporary fixed income, in case he becomes totally and permanently disabled before age 60. Should such conditions develop he will receive the full amount of his life insurance, with interest, in monthly installments.

New Plan for Operating Public Elevators at Chicago Rejected.

Three hearings have been held by the Illinois Commerce Commission on the proposition to combine the Chicago warehouses for grain into one corporation jointly managed by the warehousemen, bankers and the Board of Trade, as fully explained in the Journal Oct. 10, page 423.

After having once given the plan their approval the directors withdrew their assent, on the theory, it is said, that the Board of Trade should have no connection with warehousing from the point of management.

The Commerce Commission, however, has refused to drop the matter until satisfied that the allegations made in the proposal with regard to bad practices possible under the present system do not make new regulations necessary to safeguard the rights of the public.

At the hearing Oct. 14 Morris Townley, representing the Board of Trade, stated to H. E. Wood, conducting the hearing, as supervisor of orders for the Commission, that

"The difficulty as I see it is that no remedy is now proposed. What happened was that we drew up a tentative form of contract they thought at one time they wanted to go ahead with, then they changed their minds and are not going ahead with the contract, even if the Commission approves the contract.

"The elevator companies have not been charged with anything and before you proceed to take evidence against them I think they should be represented and know what they are charged with."

Mr. Wood: This Commission has authority to license Class A elevators, they are operated under authority of this Commission, they were licensed to perform a certain public service and at any time it is the duty of this Commission to ascertain whether or not this agency is performing that service effectively. That was the object of this inquiry.

When I have this matter written up and submitted to the Commission they can take what they consider to be the proper action.

Mr. Townley: The contract was drawn after a number of conferences between the Board of Trade officials and representatives of all the warehousemen in Chicago.

Mr. Wood: When the matter comes up generally, if it does come up, we will have to get information about the manner in which these elevators are conducted.

You will have two weeks' notice if the Commission desires to take it up, at least 10 days under the law.

Is there anything from the Illinois Agricultural Ass'n?

Mr. Donald Kirkpatrick: No.

Mr. Wood: I will submit the evidence as elicited this morning to the Commissioners for such action as they deem the facts necessitate.

Herman N. Lunde and the Bowlus Grain Co.'s Fire.

Altho Herman N. Lunde faced a jury at Little Falls, Minn., and was found not guilty on a charge of arson a short time ago, he did not fare so well last week when he was tried on a charge of forgery.

In the arson case the state endeavored to show that Lunde had forged checks in the amount of \$4,011.45; the checks purported to be issued to farmers who had delivered grain to the elevator. In many cases checks were issued to fictitious persons, while in other instances the people to whom they were made payable stated on the witness stand that they never at any time delivered grain of any description to the Bowlus Grain Co. at Bowlus, Minn.

The evidence showed that Lunde issued the checks, forged the endorsements and presented them at the bank and secured the cash himself. After the grain elevator was destroyed by fire Lunde made claim against the fire insurance companies for \$15,450, which he represented was the value of the grain in the elevator. This amount included the total of forged checks, while there was no grain in the elevator to represent such a figure.

George Zinnel, the most noted handwriting expert in the Northwest, was an expert witness for the state and explained how forgeries were detected through a system of magnifying and charting. The jury was permitted to examine some of the checks with the aid of a glass.

Experts on grain salvage testified that the amount of grain recovered after the fire indicated considerable shortage and explained that had the volume of grain claimed by Lunde been in the elevator the recovery of salvage should have been about twice that secured. Grain is not a free burning commodity and fire does not entirely consume it as it does, for example with hay. Many kinds of grain may be subjected to severe elevator fire and not lose their identity, especially is this true when an elevator has a good volume of grain in the bins.

It is reported that while the arson trial was in the hands of the jury, at one time the vote stood six for conviction, five for not guilty with one not voting, but they finally swung to not guilty. But with the forgery case the jury brought in the verdict of guilty and Judge Nye pronounced the sentence of imprisonment in the Minnesota state prison for a period of not to exceed ten years.

This has been a most unusual case. The grain elevator burned under such unusual conditions that arson was suspected and many incriminating bits of evidence, some of circumstantial nature, were introduced during the arson trial. The state held that the motive for the criminal destruction of the elevator was the forgeries of \$4,011.45, and while the arson charge was not successfully sustained, the state is to be congratulated in bringing about a conviction on the forgery charge.

Some property is destroyed criminally by fire-bugs every year, and the State of Minnesota is taking every precaution to cut down the number of such losses. In the final summing up the public must pay for fire losses no matter whether they are of honest origin or dishonest design. Forgeries are so easily detected that it really takes one with a warped viewpoint to attempt to get away with it.

The Federal Trade Commission will resume its former policy of publishing complaints. Heretofore attempts have been made to adjust trade quarrels without any distasteful publicity being attached thereto, thereby protecting the reputation of the parties involved be they right or wrong. Only about forty per cent of the commission's complaints are upheld by its own court. Is it any wonder that the bureaucrats of the Com'ison are the only ones to find any good in it.

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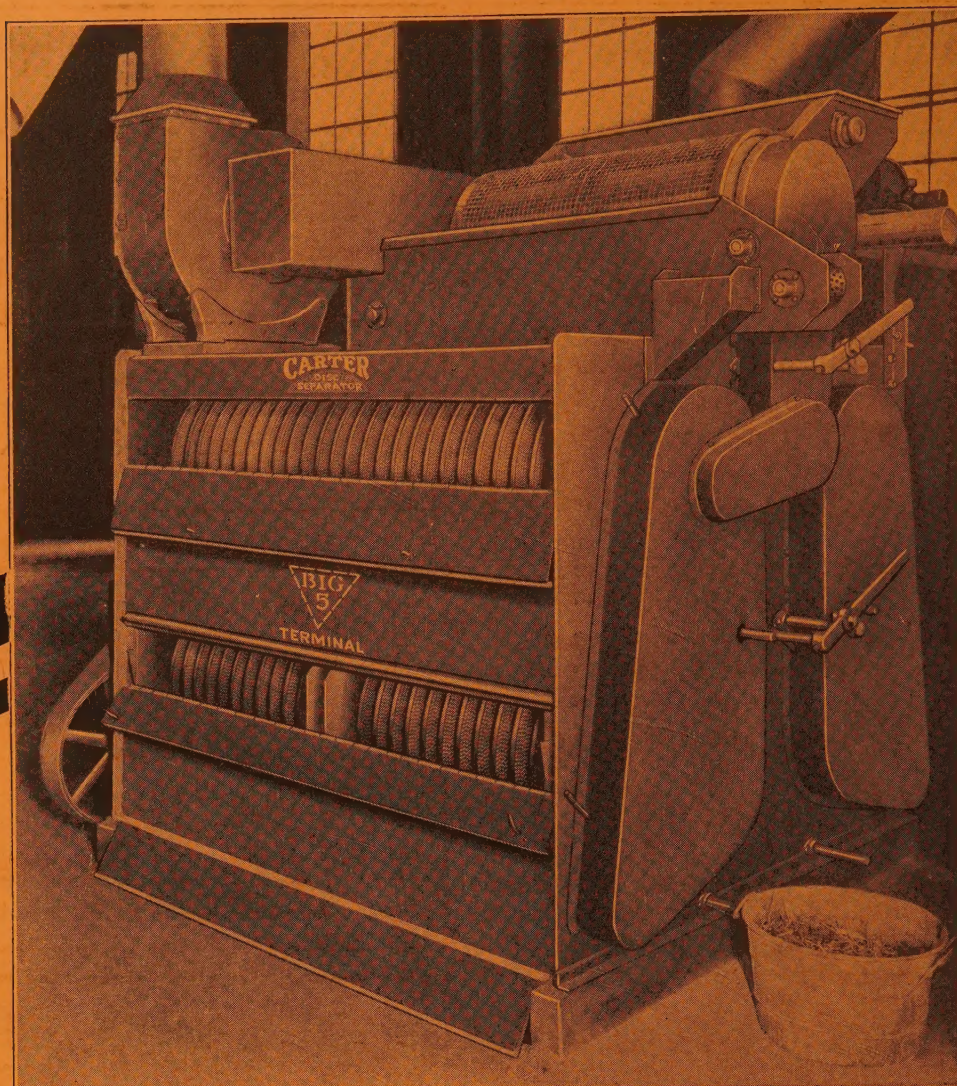
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